



## **MEMORANDUM**

**TO:** Members of the Authority  
**FROM:** Caren S. Franzini  
Chief Executive Officer  
**DATE:** April 13, 2010  
**SUBJECT:** Agenda for Board Meeting of the Authority April 13, 2010

### **Notice of Public Meeting**

#### **Roll Call**

#### **Approval of Previous Month's Minutes**

#### **Chief Executive Officer's Monthly Report to the Board**

#### **Authority Matters**

#### **Bond Projects**

#### **Clean Energy Solutions**

#### **Loans/Grants/Guarantees**

#### **Incentive Programs**

#### **Board Memorandums**

#### **Real Estate**

#### **Executive Session**

#### **Public Comment**

#### **Adjournment**

# NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY

March 9, 2010

## MINUTES OF THE MEETING

Members of the Authority present: Al Koepp, Chairman; Steve Petrecca representing the State Treasurer; Ray Cantor representing the Commissioner of the Department of Environment Protection; Richard Poliner representing the Commissioner of the Department of Banking and Insurance; Joe Latoof representing the Commissioner of the Department of Labor and Workforce Development; Public Members: Joseph McNamara, Vice Chairman; Steve Plofker, Charles Sarlo, Timothy Carden, Richard Tolson, Raymond Burke, First Alternate Public Member; Elliot M. Kosoffsky, Second Alternate Public Member; Kevin Brown, Third Alternate Public Member, and Rodney Sadler; Non-Voting Member.

Present via Phone: and Public Member Tom Manning.

Absent from the meeting: Jerold Zaro representing the Governor's Office; and Dr. Randal Pinkett, Public Member.

Also present: Caren Franzini, Chief Executive Officer of the Authority; Bette Renaud, and Barbara Mickle, Deputy Attorney Generals; and guests.

Chairman Koepp called the meeting to order at 10 a.m.

Pursuant to the Internal Revenue Code of 1986, Ms. Franzini announced that this was a public hearing and comments are invited on any Private Activity bond projects presented today.

In accordance with the Open Public Meetings Act, Ms. Franzini announced that notice of this meeting has been sent to the *Star Ledger* and the *Trenton Times* at least 48 hours prior to the meeting, and that a meeting notice has been duly posted on the Secretary of State's bulletin board at the State House.

## MINUTES OF AUTHORITY MEETING

The next item of business was the approval of the February 9, 2010 meeting minutes of the Board. A motion was made to approve the minutes by Mr. Plofker, seconded by Mr. Poliner and was approved by the 12 voting members present.

**Mr. Petrecca abstained because he was not present.**

**Mr. Tolson abstained because he was not present.**

The next item of business was the approval of the February 9, 2010 executive session meeting minutes of the Board. A motion was made to approve the minutes by Mr. Carden, seconded by Mr. Plofker and was approved by the 12 voting members present.

**Mr. Petrecca abstained because he was not present.**

**Mr. Tolson abstained because he was not present.**

The next item was the presentation of the Chief Executive Officer's Monthly Report to the Board. **(For Informational Purposes Only)**

Ms. Franzini welcomed Al Koepp on his return to the position of Board Chairman. Chairman Koepp recognized Caren, the Staff, and Members of the Board for their diligent

work to enhance the organization. He also noted the contributions of outgoing Chair Carl Van Horn.

**AUTHORITY MATTERS**

At the request of the Treasurer, and as a result of Executive Order 14, the Members of the Authority are asked to consent to the return of \$14 million of unspent Main Street Funding and \$24.9 million of unspent InvestNJ – Job Creation and Capital Investment Funding, to be utilized by the State for current year budget reductions.

**MOTION TO APPROVE: Mr. Carden SECOND: Mr. Poliner AYES: 14  
RESOLUTION ATTACHED AND MARKED EXHIBIT: 1**

**BOND RESOLUTIONS**

**PROJECT:** AvCap TTN, LLC **APPL.#30143**  
**LOCATION:** Ewing Twp/Mercer Cty.  
**PROCEEDS FOR:** acquisition of lease assets  
**FINANCING:** \$12,000,000 private placement bond  
**MOTION TO APPROVE: Mr. Plofker SECOND: Mr. McNamara AYES: 14  
RESOLUTION ATTACHED AND MARKED EXHIBIT:2**

**AMENDED BOND RESOLUTIONS**

**PROJECT:** Jewish Community Housing Corp. of Metropolitan NJ **APPL.#30162**  
**LOCATION:** Hanover Twp./Morris Cty.  
**PROCEEDS FOR:** refinance existing debt  
**FINANCING:** \$19,600,000 tax-exempt bond  
**MOTION TO APPROVE: Mr. McNamara SECOND: Mr. Latoof AYES: 14  
RESOLUTION ATTACHED AND MARKED EXHIBIT: 3**

The next item of business was the approval of a supplemental loan and trust agreement to modify the interest rate of the tax exempt bond for Springfield Senior Living, Inc. Obligated Group.

**The project was withheld from consideration.**

**PRELIMINARY RESOLUTIONS**

**PROJECT:** Interfaith Neighbors, Inc. or nominee **APPL.#30454**  
**LOCATION:** Asbury Park/Monmouth Cty.  
**PROCEEDS FOR:** building construction  
**MOTION TO APPROVE: Mr. Brown SECOND: Mr. Carden AYES: 14  
RESOLUTION ATTACHED AND MARKED EXHIBIT: 4**

**PROJECT:** SGI Group, LLC **APPL.#30406**  
**LOCATION:** Monroe/Middlesex Cty.  
**PROCEEDS FOR:** building acquisition and renovation  
**MOTION TO APPROVE: Mr. Plofker SECOND: Mr. Tolson** **AYES: 14**  
**RESOLUTION ATTACHED AND MARKED EXHIBIT: 5**

**PROJECT:** Tribeca Oven, Inc. **APPL.#30457**  
**LOCATION:** Carlstadt Borough/Bergen Cty.  
**PROCEEDS FOR:** machinery and equipment acquisition  
**MOTION TO APPROVE: Mr. Plofker SECOND: Mr. Petrecca** **AYES: 14**  
**RESOLUTION ATTACHED AND MARKED EXHIBIT: 6**

**PUBLIC HEARING ONLY**

**PROJECT:** Yeshiva Orchos Chaim, Inc. **APPL.#28879**  
**LOCATION:** Lakewood/Ocean Cty.  
**PROCEEDS FOR:** refinance existing debt  
**PUBLIC HEARING:** Yes  
**PUBLIC COMMENT:** None

The project is being reviewed by the Office of Attorney General for compliance with First Establishment Clause regarding the separation of church and state.

**PROJECT:** Provident Group-Montclair Properties LLC **APPL.#30305**  
**LOCATION:** Little Falls/Passaic Cty.  
**PROCEEDS FOR:** building construction  
**PUBLIC HEARING:** Yes  
**PUBLIC COMMENT:** None

Ms. Franzini noted that two letters were received regarding the project, one from a Clifton resident noting traffic and concerns related to the campus expansion, and the other a resolution from the Clifton Council noting concern with the use of federal funds.

**CLEAN ENERGY SOLUTIONS**

**PROJECT:** Research and Manufacturing Corporation of America **APPL.#29650**  
**LOCATION:** Lakewood/Ocean Cty.  
**PROCEEDS FOR:** purchase and installation of solar panel system  
**FINANCING:** \$787,500 Clean Energy Solutions Capital Investment Loan

**The project was withheld from consideration due to the Chair's and Members' request for additional information from Staff.**

**EDISON INNOVATION FUND**

**PROJECT:** TerraCycle, Inc. **APPL.#29096**

**LOCATION:** Trenton/Mercer Cty.

**PROCEEDS FOR:** growth capital

**FINANCING:** \$1,000,000 Edison Innovation Fund investment

**MOTION TO APPROVE:** Mr. Burke **SECOND:** Mr. Carden **AYES: 14**

**RESOLUTION ATTACHED AND MARKED EXHIBIT: 7**

Richard Perl and Betsey Cotton of TerraCycle thanked the EDA Board for its support and provided a brief presentation of products.

**MAIN STREET ASSISTANCE PROGRAM**

**PROJECT:** Driscoll Label Co., Inc. **APPL.#30496 & 30508**

**LOCATION:** Fairfield/Essex Cty.

**PROCEEDS FOR:** refinance existing debt

**FINANCING:** \$335,000 (25%) participation and 33.33% guarantee (not to exceed \$335,000) in a \$1,340,000 TD Bank term loan and 50% Authority guarantee (not to exceed \$75,000) of a \$150,000 TD Bank line of credit

**MOTION TO APPROVE:** Mr. Tolson **SECOND:** Mr. Plofker **AYES: 14**

**RESOLUTION ATTACHED AND MARKED EXHIBIT: 8**

**PROJECT:** Driscoll Label Co., Inc. **APPL.# 30508& 30496**

**LOCATION:** Fairfield/Essex Cty.

**PROCEEDS FOR:** refinance existing debt

**FINANCING:** 50% Authority guarantee (not to exceed \$75,000) of a \$150,000 TD Bank, N. A. line of credit and a \$335,000 (25%) participation and 33.33% guarantee (not to exceed \$335,000) in a \$1,340,000 TD Bank, N. A. term loan

**MOTION TO APPROVE:** Mr. Carden **SECOND:** Mr. McNamara **AYES: 14**

**RESOLUTION ATTACHED AND MARKED EXHIBIT: 9**

**PROJECT:** Nebraska Distribution Center **APPL.#30522**

**LOCATION:** Newark/Essex Cty.

**PROCEEDS FOR:** refinance existing debt

**FINANCING:** 25% (\$1 million) participation in a \$4 million bank loan

**MOTION TO APPROVE:** Mr. Carden **SECOND:** Mr. Latoof **AYES: 14**

**RESOLUTION ATTACHED AND MARKED EXHIBIT: 10**



**PROJECT:** Camden Redevelopment Agency –  
Planning Grant Phase 2

**APPL.#16904**

**LOCATION:** Camden/Camden Cty.

**FINANCING:** \$445,000 non-recoverable planning grant

**MODIFICATION:** Approve the funding authorization for an amended scope of work and the reallocation of the use of funding for the \$445,050 non-recoverable planning grant to the Camden Redevelopment Agency to fund planning activities that have arisen as a result of the change in priorities of CRA and the City's Department of Development and Planning and to extend the grant term to December 31, 2010.

**MOTION TO APPROVE: Mr. Plofker SECOND: Mr. Petrecca AYES: 14**  
**RESOLUTION ATTACHED AND MARKED EXHIBIT: 15**

**PROJECT:** The Heart of Camden, Inc. (Heart of Camden Housing)

**APPL.#17495**

**LOCATION:** Camden/Camden Cty.

**FINANCING:** \$788,971 soft loan commitment

**MODIFICATION:** Approve the funding authorization for an extension to the \$788,971 ERB soft loan commitment to the Heart of Camden for the gut-rehabilitation of 14 market rate units which are part of a 16-unit home ownership project in the Waterfront South section of Camden until June 30, 2010.

**MOTION TO APPROVE: Mr. Carden SECOND: Mr. Petrecca AYES: 14**  
**RESOLUTION ATTACHED AND MARKED EXHIBIT: 16**

**PETROLEUM UNDERGROUND STORAGE TANK PROGRAM**

The following projects were presented under the Petroleum Underground Storage Tank Program.

**MOTION TO APPROVE: Mr. Plofker SECOND: Mr. Tolson AYES: 14**  
**RESOLUTION ATTACHED AND MARKED EXHIBIT: 17**

**PROJECT:** Charles Collington

**APPL.#29957**

**LOCATION:** Audubon/Camden Cty.

**PROCEEDS FOR:** upgrade, closure and site remediation

**FINANCING:** \$140,053 Petroleum UST Remediation, Upgrade, & Closure Fund Grant

**PROJECT:** United Methodist Church of Park Ridge

**APPL.#30065**

**LOCATION:** Park Ridge/Bergen Cty.

**PROCEEDS FOR:** upgrade, closure and site remediation

**FINANCING:** \$60,833 Petroleum UST Remediation, Upgrade, & Closure Fund Grant

**PROJECT:** Donald Nix LLC/Former Jemm Industries

**APPL.#25983**

**LOCATION:** Paterson/Passaic Cty.

**PROCEEDS FOR:** upgrade, closure and site remediation

**FINANCING:** \$210,706 Petroleum UST Remediation, Upgrade, & Closure Fund Loan

The next item was a summary of all Petroleum Underground Storage Tank Program Delegated Authority Approvals for the month of February 2010. **(For Informational Purposes Only)**

**HAZARDOUS DISCHARGE SITE REMEDIATION FUND PROGRAM**

The following municipal projects were presented under the Hazardous Discharge Site Remediation Fund Program.

**MOTION TO APPROVE: Mr. Manning SECOND: Mr. Latoof AYES: 14**  
**RESOLUTION ATTACHED AND MARKED EXHIBIT: 18**

**PROJECT:** Township of Bridgewater (Dept Public Works Muni Garage) **APPL.#29326**

**LOCATION:** Bridgewater/Somerset Cty.

**PROCEEDS FOR:** remedial action

**FINANCING:** \$308,846 Hazardous Discharge Site Remediation Fund

**PROJECT:** City of Millville (Millville Laundry) **APPL.#29695**

**LOCATION:** Millville/Cumberland Cty.

**PROCEEDS FOR:** site investigation/preliminary assessment

**FINANCING:** \$131,587 Hazardous Discharge Site Remediation Fund

**PROJECT:** City of Millville (Spinelli Brothers Trucking) **APPL.#29924**

**LOCATION:** Millville/Cumberland Cty.

**PROCEEDS FOR:** site investigation

**FINANCING:** \$187,593 Hazardous Discharge Site Remediation Fund

**PROJECT:** City of Newark (Passaic River Waterfront Park) **APPL.#30594**

**LOCATION:** Newark/Essex Cty.

**PROCEEDS FOR:** remedial action

**FINANCING:** \$1,273,475 Hazardous Discharge Site Remediation Fund

Chairman Koepp asked for a refresher on the Hazardous Discharge municipal process. Lisa Petrizzi, Sr. Finance Officer, explained that DEP reviews the project for technical eligibility. EDA reviews the application for financial requirements and prepares the application for approval either from the board or thru our delegated authority process. A redevelopment plan or a resolution intending redevelopment within three years of the completion of the remediation needs to be in place prior to approval. Once approved, a notice of approval letter is issued to the municipality.

When the letter is returned signed by its principal, closing documents are issued. At that time, the municipality needs to accept the grant award, award the environmental contracts, and

demonstrate site control by deed, tax sale certificate or resolution intending to acquire the project site. At closing, any disbursement authorized by DEP will be released. Customarily, the PA and SI phases are disbursed in full, but there are normally incremental disbursements in the RI and clean up phases (RA). The Chairman asked if DEP controls the disbursement process, and Ms. Petrizzi replied yes, that the EDA will only cut checks after DEP review.

The next item was a summary of the Hazardous Discharge Site Remediation Fund Program Delegated Authority Approvals for the month of February 2010. **(For Informational Purposes Only)**

### INCENTIVE PROGRAMS

#### BUSINESS INCENTIVE EMPLOYMENT PROGRAM

**PROJECT:** A&P Coat, Apron and Linen Supply Inc. **APPL.#30380**  
**LOCATION:** TBD **BUSINESS:** personal services  
**GRANT AWARD:** 35% Business Employment Incentive grant, 10 years  
**MOTION TO APPROVE:** Mr. Burke **SECOND:** Mr. Carden **AYES:** 14  
**RESOLUTION ATTACHED AND MARKED EXHIBIT:** 19

**PROJECT:** Broadway Klear Guard Corporation **APPL.#30455**  
**LOCATION:** TBD **BUSINESS:** plastics  
**GRANT AWARD:** 25% Business Employment Incentive grant, 10 years  
**MOTION TO APPROVE:** Mr. Latoof **SECOND:** Mr. Tolson **AYES:** 14  
**RESOLUTION ATTACHED AND MARKED EXHIBIT:** 19

**PROJECT:** Hotel Connections, Ltd. **APPL.#30447**  
**LOCATION:** TBD **BUSINESS:** business management & support services  
**GRANT AWARD:** 30% Business Employment Incentive grant, 10 years  
**MOTION TO APPROVE:** Mr. Carden **SECOND:** Mr. Manning **AYES:** 14  
**RESOLUTION ATTACHED AND MARKED EXHIBIT:** 19

**PROJECT:** Pinnacle Foods Group LLC **APPL.#30458**  
**LOCATION:** TBD **BUSINESS:** food products  
**GRANT AWARD:** 40% Business Employment Incentive grant, 10 years  
**MOTION TO APPROVE:** Mr. Plofker **SECOND:** Mr. Kosoffsky **AYES:** 14  
**RESOLUTION ATTACHED AND MARKED EXHIBIT:** 19

**PROJECT:** Metrovision Production Group, LLC and Affiliates **APPL.#30458**  
**LOCATION:** TBD **BUSINESS:** video production services  
**GRANT AWARD:** 25% Business Employment Incentive grant, 10 years  
**MOTION TO APPROVE:** Mr. Carden **SECOND:** Mr. Petrecca **AYES:** 14  
**RESOLUTION ATTACHED AND MARKED EXHIBIT:** 19

**PROJECT:** New World Home LLC **APPL.#30307**  
**LOCATION:** Jersey City/Hudson Cty. **BUSINESS:** construction & related activities  
**GRANT AWARD:** 80% Business Employment Incentive grant, 10 years  
**MOTION TO APPROVE:** Mr. Carden **SECOND:** Mr. Petrecca **AYES: 14**  
**RESOLUTION ATTACHED AND MARKED EXHIBIT: 19**

**BUSINESS RETENTION AND RELOCATION ASSISTANCE GRANT**

**PROJECT:** Pinnacle Foods Group LLC  
**LOCATION:** TBD **BUSINESS:** food products  
**GRANT AWARD:** \$186,200 (estimate), 5 years  
**MOTION TO APPROVE:** Mr. Carden **SECOND:** Mr. Petrecca **AYES: 14**  
**RESOLUTION ATTACHED AND MARKED EXHIBIT: 20**

**UEZ/SALEM SALES TAX EXEMPTION PROGRAM**

The next item was to approve the Urban Enterprise Zone Energy Sales Tax Exemption Renewal Application of Alcan Global Pharmaceutical Packaging, Inc. The estimated annualized U-STX benefit is \$671,000.

**The project was withheld from consideration.**

The next item was to approve the Salem County Energy Sales Tax Exemption Renewal Application of Anchor Glass Corporation, a manufacturer that is located in Salem. The estimated annualized STX benefit is \$877,000.

**MOTION TO APPROVE:** Mr. Plofker **SECOND:** Mr. Carden **AYES: 14**  
**RESOLUTION ATTACHED AND MARKED EXHIBIT: 21**

**SALES AND USE TAX EXEMPTION PROGRAM**

The next item was to approve the following Film Tax Credit Projects for allocations in State FY 2009 and FY 2010.

**MOTION TO APPROVE:** Mr. Plofker **SECOND:** Mr. Kosoffsky **AYES: 14**  
**RESOLUTION ATTACHED AND MARKED EXHIBIT: 22**

**PROJECT:** Northern Entertainment, Inc.  
**MAX AMOUNT OF TAX CREDITS:** \$10,271,668

**PROJECT:** Split Endz Productions LLC  
**MAX AMOUNT OF TAX CREDITS:** \$22,600

**PROJECT:** The Perfect Age, LLC  
**MAX AMOUNT OF TAX CREDITS:** \$669,756

**PROJECT:** NFL Productions LLC  
**MAX AMOUNT OF TAX CREDITS:** \$731,004

**PROJECT:** NFL Productions LLC  
**MAX AMOUNT OF TAX CREDITS:** \$187,521

**PROJECT:** NFL Productions LLC  
**MAX AMOUNT OF TAX CREDITS:** \$22,599

**PROJECT:** Project East West-A LLC  
**MAX AMOUNT OF TAX CREDITS:** \$239,018

**PROJECT:** Sunset Sky Productions LLC  
**MAX AMOUNT OF TAX CREDITS:** \$16,956

**PROJECT:** Cavier LA, Inc.  
**MAX AMOUNT OF TAX CREDITS:** \$93,993

**PROJECT:** TVM Productions, Inc.  
**MAX AMOUNT OF TAX CREDITS:** \$874,142

**BOARD MEMORANDUMS**

**PROJECT:** Journal Square Properties, LLC **APPL.#15523**  
**LOCATION:** Jersey City/Hudson Cty.  
**FINANCING:** \$4,200,000 NMTC loan and \$1,600,000 LDFP loan  
**MODIFICATION:** Extend the disbursement period of the LDFP loan to March 31, 2011 to continue to fund tenant improvements.  
**MOTION TO APPROVE:** Mr. Kosoffsky **SECOND:** Mr. Cantor **AYES: 14**  
**RESOLUTION ATTACHED AND MARKED EXHIBIT: 23**

**PROJECT:** MD-X Solutions, Inc. **APPL.#15638**  
**LOCATION:** Mahwah/Bergen Cty.  
**FINANCING:** \$567,000 Business Employment Incentive Program Grant  
**MODIFICATION:** 1) acquisition of MD-X Solutions, Inc. by MedAssets, Inc. and 2) change of grantee name from MD-X Solutions, Inc. to MedAssets, Inc.  
**MOTION TO APPROVE:** Mr. Carden **SECOND:** Mr. McNamara **AYES: 14**  
**RESOLUTION ATTACHED AND MARKED EXHIBIT: 24**

The next item was to approve the request to rescind final approval for Ivivi Technologies, Inc. to sell its allocated benefit in the 2009 Technology Business Tax Certificate Transfer Program due to its inability to meet the requisite certification.

**MOTION TO APPROVE: Mr. Carden SECOND: Mr. Petrecca AYES: 14  
RESOLUTION ATTACHED AND MARKED EXHIBIT: 25**

Mr. DiMino, CEO spoke briefly on the status of the company and asked the Board to consider maintaining the approval for the company.

The next item was a summary of projects approved under Delegated Authority in February 2010. **(For Informational Purposes Only)**

**New Jersey Business Growth Fund:** Blue Rock Holdings, LLC and Advanced Infrastructure Design, Inc.; Curren Environmental, Inc.; Jersey GM Stevens Enterprises, LLC and Tabletop Fashions, Inc.; LOJ Properties LLC and Lee's Development Services LLC; Traditional Floor Co.

**Business Growth Fund - Modification:** JEHB Management LLC

**Preferred Lender Program – Modification:** Isles, Inc.

### **REAL ESTATE**

The next item was to extend our Right of Entry Agreement with Tri-County Community Action Partnership for six months in order to finalize its environmental investigation of Authority-owned property in Bridgeton, New Jersey with the option to extend the Right of Entry Agreement for an additional six months.

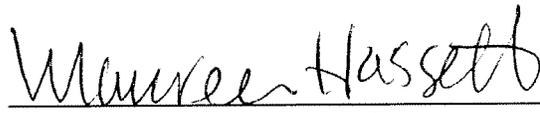
**MOTION TO APPROVE: Mr. Carden SECOND: Mr. Kosoffsky AYES: 14  
RESOLUTION ATTACHED AND MARKED EXHIBIT: 26**

**PUBLIC COMMENT**

There was no comment from the public.

There being no further business, on a motion by Mr. Plofker, and seconded by Mr. Latoof, the meeting was adjourned at 12 p.m.

Certification:           The foregoing and attachments represent a true and complete summary of the actions taken by the New Jersey Economic Development Authority at its meeting.

  
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Maureen Hassett, Assistant Secretary



## MEMORANDUM

**TO:** Members of the Authority

**FROM:** Caren S. Franzini  
Chief Executive Officer

**DATE:** April 13, 2010

**RE:** Chief Executive Officer's Report to the Board

### EDA NEWS

#### **Educational, Information Technology Consulting Firms Plan to Relocate Jobs to NJ**

The EDA is working to finalize incentive grant agreements with two businesses that are expected to relocate a total of 110 jobs to New Jersey from Philadelphia and New York.

**Catapult Learning**, formerly known as Sylvan Education Solutions, is a provider of educational services to public, charter, private and religious school students throughout the United States. The EDA approved a 10-year Business Employment Incentive Program (BEIP) grant in November 2009 worth an estimated \$1.16 million. The company plans to move 80 jobs from Philadelphia and has signed a lease to occupy 15,000 square feet of Class A office space in the Waterfront Ferry Terminal building in Camden.

**Princeton Information Ltd.**, one of the nation's larger privately held information technology consulting firms, has signed a commitment letter to execute a BEIP grant agreement approved by the EDA Board in September 2009 worth an estimated \$656,000 over 10 years. The company, which operates 12 regional offices across the United States, including Edison, would relocate 30 front- and back-office employees to a yet-to-be-determined location from its corporate headquarters in New York.

#### **Biotechnology Development Center Earns NJBIA New Good Neighbor Award**

The EDA's Biotechnology Development Center at the Technology Centre of New Jersey in North Brunswick will be honored with a New Good Neighbor Award by the New Jersey Business & Industry Association on June 4 in Edison. The ceremony will recognize projects that have recently been built, expanded or renovated, thereby improving the economy and the landscape of New Jersey.

The \$6.5-million Tech Centre expansion project includes 26,000 square feet of new wet labs. This new space is critical to early growth-stage technology companies that do not have the resources to invest millions of dollars in fit-out costs. By creating the BDC for emerging companies that have outgrown their incubator space, New Jersey is now in a position to provide a facility that is completely fit out and ready for use at an affordable rent.

The EDA also has learned that the anticipated move of Depository Trust & Clearing Corporation from New York City to Jersey City in early 2013 is among the final projects under consideration for a creative and economic impact Deal of the Year Award to be presented by the New Jersey Chapter of the National Association of Industrial and Office Properties. The deal represented the first use of the Economic Redevelopment and Growth Grant Program, as well as and other state resources, to capture one of the larger corporate relocations in the New York metro region in years. The project will involve an investment of more than \$80 million and the relocation of 1,600 jobs to Jersey City. The awards will be announced May 13.

## **FINANCING ACTIVITY**

The EDA closed financing and incentives for 55 projects through the end of March. These projects involve the creation of nearly 700 new jobs and total investment of nearly \$60 million in New Jersey's economy. Exactly half of the 32 urban projects that have closed are located in the targeted communities of Atlantic City, Camden, East Orange, Jersey City, Newark, Paterson and Trenton.

Among the financings completed in March were loans of \$1.18 million to **Walt's Original Primo Pizza** and \$1.15 million to **Sack O' Subs**, two restaurants located at Harrah's Atlantic City. The funding allows the borrowers to reimburse Harrah's for tenant improvements funded through the Casino Reinvestment Development Authority.

A \$2.29 million tax-exempt bond to **Phoenix Container, Inc.** of North Brunswick was one of the core projects to close during March. Phoenix, a manufacturer of steel pails used in the chemical, paint and roofing industries, will use the bond proceeds to purchase new manufacturing equipment and to refinance exist debt. Provident Bank directly purchased the bonds.

Three businesses finalized funding under the Main Street Business Assistance Program. **Manhattan Maintenance Company, Inc.**, an office building cleaning and janitorial services company in Fairfield, closed a \$600,000 loan with Provident Bank to meet working capital and refinancing needs. The EDA provided a \$150,000 participation in the loan as well as a \$50,000 guarantee of a \$100,000 line of credit that was approved for the company by Provident. **NexAge Technologies USA, Inc.** of Woodbridge, an information technology/software services business, also benefited from a \$500,000 line of credit guarantee from the Bank of America that was backed by a 50-percent EDA guarantee.

**Noveda Technologies, Inc.** also finalized \$3.3 million in financing under the Clean Energy Manufacturing Fund. The Branchburg company, which provides smart meters and software used in real-time monitoring, tracking and diagnosis of a building's energy, mechanical and environmental systems as well as engineering and training services, will use the funding as working capital and for the purchase of equipment, machinery and inventory.

## **EVENTS/SPEAKING ENGAGEMENTS/PROACTIVE OUTREACH**

EDA representatives participated as attendees, exhibitors or speakers at 34 events in March. These included a Real Estate Market Forecast and an Annual Reception sponsored by the Newark Regional Business Partnership at which EDA Chairman Al Koepp was honored, a Gloucester Township Economic Development Breakfast in Blackwood, a New Jersey Association of Women Business Owners' Conference in Newark, the New Jersey Future Redevelopment Forum in New Brunswick, Mount Laurel Chamber of Commerce Networking Breakfast in Mount Laurel, the Mercer County Economic Summit in West Windsor, the Woodrow Wilson School Executive Luncheon Forum at Princeton University, the Mid-Atlantic Cleantech Investment Forum in Philadelphia, a BioNJ event focusing on biopharmaceutical manufacturing, and a Clean Energy Forum on financing and regulatory compliance at Rutgers, Camden.

Additionally, we participated in Hisun Pharma USA's grand opening ceremonies for a new sales office in Princeton and took part in judging for the New Jersey Business & Industry's Association Good Neighbor Awards in Jamesburg. We also held one in-house training seminar for employees on "Negotiation Techniques That Work."



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## **AUTHORITY MATTERS**

## MEMORANDUM

**TO:** Members of the Authority

**FROM:** Caren S. Franzini  
Chief Executive Officer

**DATE:** April 13, 2010

**RE:** 2009 Comprehensive Annual Report

### **Request**

The Members of the Board are requested to approve the Authority's comprehensive annual report for 2009, as required under Executive Order No. 37 (2006).

### **Background**

Each year since inception, as directed under our enabling legislation, the Authority designs and distributes our Annual Report of accomplishments and activities to support economic development in New Jersey. Beginning in 2006, in order to meet the requirements of Executive Order No. 37 (2006), our Annual Report is combined with our audited financial statements and serves as our "comprehensive annual report" for 2009.

The audited financial statements for the year ending December 31, 2009 were prepared pursuant to Generally Accepted Accounting Principles for a government entity. I am also pleased to inform the Board that the independent accounting firm of Mercadian, P.C. has issued an unqualified opinion with regard to the 2009 financial statements.

Certification accompanying the financial statements has been executed by the Chief Executive Officer and the Chief Financial Officer representing that the EDA has followed its standards, procedures and internal controls as required by Executive Order No. 37.

On March 22, 2010, per its Charter, as well as section 9 of Executive Order 122 (2004), the Audit Committee reviewed the draft comprehensive annual report, including the 2009 audited financial statements prior to release and considered the relevancy, accuracy and completeness of the information presented. Also pursuant to Executive Order 122, the independent auditor met with the Audit Committee, where it was reported that the financial audit resulted in no negative findings or internal control deficiencies. Subsequent to the meeting and its review of the report, the Committee recommended that the report be presented to the Board for approval.

Under Executive Order No. 37 (2006), the Authority is required to obtain approval of a comprehensive annual report from its Board of Directors. Upon approval, this report will be submitted to the Authorities' Unit, posted to the EDA website, and transmitted electronically to members of the Legislature.

**Recommendation:**

Authority staff has prepared the comprehensive annual report as required under Executive Order No. 37 (2006) and recommends Members' approval in order to submit the report to the Governor's Authorities' Unit, post to the Authority website, and transmit to the Legislature.

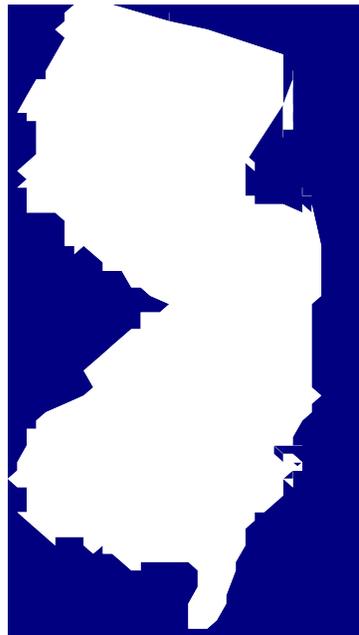
A handwritten signature in black ink, appearing to read "C. A. F.", is positioned above a horizontal line.

Prepared by: Nicole Royle

The company we keep,  
keeps getting better.



# New Jersey Economic Development Authority



## Annual Report 2009



NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY

## EDA 2009 Results

EDA Results 2009*	
<i>Projects Assisted</i>	<b>408</b>
<i>Total Assistance</i>	<b>\$670 Million</b>
<i>Public/Private Investments</i>	<b>\$1.65 Billion</b>
<i>Estimated New Permanent Jobs</i>	<b>9,578</b>
<i>Estimated Construction Jobs</i>	<b>14,343</b>

EDA Results 1974-2009	
<i>Projects Assisted</i>	<b>10,403</b>
<i>Total Assistance</i>	<b>\$20.3 Billion</b>
<i>Public/Private Investments</i>	<b>\$43.0 Billion</b>
<i>Estimated New Permanent Jobs</i>	<b>304,657</b>
<i>Estimated Construction Jobs</i>	<b>314,286</b>

Edison Innovation Fund 2009	
<i>Projects Assisted</i>	<b>124</b>
<i>Total Assistance</i>	<b>\$120.5 Million</b>
<i>Public/Private Investments</i>	<b>\$331.4 Million</b>
<i>Estimated New Permanent Jobs</i>	<b>2,396</b>

Urban Assistance 2009	
<i>Projects Assisted</i>	<b>212</b>
<i>Total Assistance</i>	<b>\$200.0 Million</b>
<i>Public/Private Investments</i>	<b>\$388.8 Million</b>
<i>Estimated New Permanent Jobs</i>	<b>4,071</b>

Core Activity 2009	
<i>Projects Assisted</i>	<b>163</b>
<i>Total Assistance</i>	<b>\$349.2 Million</b>
<i>Public/Private Investments</i>	<b>\$918.2 Million</b>
<i>Estimated New Permanent Jobs</i>	<b>3,249</b>

\*Note: Because of the overlap between Edison and Urban funds, EDA Results 2009 will not equal the sum of the Edison, Urban and Core charts.

### EDA Mission

The mission of the New Jersey Economic Development Authority (EDA) is to strengthen New Jersey's economy by retaining and growing businesses through financial assistance, by renewing communities, and by promoting the State's strategic advantages to attract domestic and international businesses.

### EDA Strategy

The EDA creates public/private partnerships to bridge financing gaps and to increase access to capital by the State's business community with an emphasis on small and mid-size businesses and not-for-profit organizations. It supports entrepreneurial development through training and mentoring programs. It undertakes real estate development projects important to the State's economic growth that will create new jobs and business opportunities and support community development and revitalization.

## Supporting New Jersey's Economic Growth

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The New Jersey Economic Development Authority's (EDA's) work to attract and retain businesses were particularly critical to the State during the difficult economic climate that gripped our nation in 2009. In support of these efforts and the State's broad initiatives to boost business, advance technology and the life sciences, and invest in its communities, the EDA provided more than \$670 million in financing assistance, business incentives and tax credits to over 400 companies, not-for-profit organizations and municipalities in 2009. That figure surpassed by almost 22 percent the \$551.5 million reported in the EDA's 2008 Annual Report and brought the Authority's cumulative assistance totals to over \$20 billion since it was established in 1974.

This support served as a catalyst for more than \$1.65 billion in new public/private investments in New Jersey that are expected to result in the creation of nearly 9,600 new, permanent jobs and over 14,300 construction jobs. It also helped to ensure the retention of more than 18,000 existing jobs in the State.

The EDA maintained a strong focus on aiding small and mid-size businesses and those business sectors critical to the State's economy, such as technology, biotechnology and pharmaceutical companies, and manufacturers. More specifically, EDA funding support for the manufacturing industry climbed to more than \$75.4 million in 2009 from \$63.6 million in 2008. Perhaps more significant was the increase in job creation tied to the manufacturing businesses taking advantage of EDA-managed resources – 1,585 new jobs in 2009 compared with 584 jobs in the previous year. Other lending segments that realized substantial increased lending activity in 2009 over 2008 were direct investments in technology and life sciences companies, which increased from \$6.7 million to almost \$8.8 million, and guarantees provided under the New Jersey Business Growth Fund partnership with PNC Bank, which rose to \$10.1 million from \$6.7 million.

About \$200 million in EDA funding was directed toward projects in New Jersey's urban communities, more than 80 percent of which was targeted for the larger urban municipalities of Atlantic City, Camden, Elizabeth, Jersey City, Newark, New Brunswick, Paterson and Trenton. More than \$120 million in EDA-administered

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**EDA funding support for the manufacturing industry climbed to more than \$75.4 million in 2009 from \$63.6 million in 2008...job creation tied to these businesses increased to 1,585 new jobs in 2009 compared with 584 jobs in 2008.**

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assistance also benefited technology and life sciences businesses.

Legislative action to stimulate the economy during the national economic downturn led to a number of innovative initiatives that had a significant impact on EDA operations and project activity during the year. All of these programs strengthened the array of financial assistance the Authority offered to encourage economic activity, particularly in New Jersey's urban areas, and helped businesses locate, expand and retain jobs in the State.

The Economic Redevelopment and Growth (ERG) Grant Program, for example, was established during the year to help municipalities targeted for growth – urban or suburban – improve their main street, business district or downtown area through comprehensive redevelopment. The ERG program provides incentive grants so developers can capture new State and local incremental taxes derived from a project to fund the gap in total project costs for which they cannot obtain other financing. EDA approval of an ERG grant was instrumental in Depository Trust and Clearing Corporation's 2009 announcement to relocate about 1,600 employees to Jersey City when its lease on New York City property runs out in early 2013.

The year also brought a restructuring to the Urban Transit Hub Tax Credit Program, which was introduced in 2007 to encourage business development, capital investment and employment in designated transit hubs. The program was amended in 2009 to expand eligibility, clarify qualifications and limit certain provisions.

Another important effort launched during the year was the New Jersey Food Access Initiative, which was designed to spur supermarket development throughout the State's urban areas to further community revitalization and job crea-

tion and improve the health and nutrition of urban citizens. This initiative was supported through an innovative public/private partnership between the EDA and The Reinvestment Fund that created the Food Access Fund with a goal of leveraging additional public and private financing. The EDA also invested in a pilot initiative specifically targeted at promoting supermarket projects in the City of Newark.

Other notable EDA accomplishments in 2009 included:

- Advancing legislatively mandated changes to broaden and improve the Technology Business Tax Certificate Transfer Program, which allows technology and biotechnology businesses to sell unused net operating losses and research and development tax credits to finance their growth and operations.
- Rolling out three new programs under a Clean Energy Solutions portfolio to encourage "green" companies to grow here and help businesses become more energy efficient.
- Assuming responsibility for a new program created by the Legislature designed to support public-private partnerships for on-campus construction projects at State and county colleges.
- Expanding the EDA's Preferred Lender Program by adding Citizens Bank, The Provident Bank and Valley National Bank as new participants and finalizing transactions with Preferred Lender banks that totaled more than \$154 million.

Additionally, on the real estate front, we completed the fit out of generic wet lab space in our Tech 3 and Tech 4 buildings at the Technology Centre of New Jersey and executed a lease agreement with Drexel University to relocate its Drexel Plasma Institute to the Waterfront Technology Center at Camden. The Drexel lease will bring this 100,000-square-foot facility, built by the EDA as a speculative project to support Camden's growing technology cluster, to 90-percent occupancy. Also in Camden, on behalf of the Department of the Treasury we began the demolition of the Riverfront State Prison. The project, involving about 190,000 square feet of space on a 16-acre site, will enable the city to pursue the redevelopment of its North Camden waterfront.

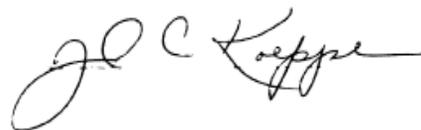
It was a busy and productive year and one in

which the EDA was challenged as never before to maintain its standing as one of the top economic development agencies in the country. The Authority's strong record of achievement has been made possible by a talented, focused and flexible staff devoted to strong financial analysis, customer service excellence, sound fiduciary responsibility, a business philosophy that enables quick adaptability to marketplace changes, and productive partnerships with public, private and community organizations statewide.

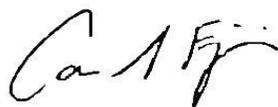
As we move ahead in 2010 with continued commitment and energy, we thank former EDA Board Chair Carl Van Horn for being instrumental in our recent success. Under Carl's leadership, we strengthened our organizational framework to ensure fiscal integrity and advanced innovative programs to effectively address the needs of our customers.

We look forward to working with Governor Chris Christie and Lieutenant Governor Kim Guadagno, who have made economic development an important element of their broad agenda. Together we can continue to build a foundation conducive to economic growth and prosperity and capitalize on the distinct advantages that make our State a destination for businesses across all industry sectors.

We invite you to review the following pages, which highlight many of the various ways the EDA was called upon to support business growth and encourage economic development. We also invite you to learn more about the resources provided by the EDA by visiting [www.njeda.com](http://www.njeda.com) or calling 1-(866) 534-7789. For general information about doing business in New Jersey, you may also visit <http://www.nj.gov/njbusiness/>.



Al Koepp  
Chairman of the Board



Caren S. Franzini,  
Chief Executive Officer

## Encouraging Investments in Urban Communities

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The revitalization of New Jersey's cities is a major focus of the New Jersey Economic Development Authority's (EDA's) mission because it is critical to strengthening the State's economy and creating well-paying jobs. Urban areas face particular challenges in attracting investment and, in 2009, the EDA brought its resources to the market to stimulate activity in a severe economic downturn. Approximately \$200 million of the financing and business incentive dollars provided by the EDA in 2009 were directed toward stimulating investment in New Jersey's 57 Urban Aid communities.

This assistance supported the growth of businesses and not-for-profit organizations, spurred the creation of new jobs, encouraged the investigation and cleanup of brownfield sites, and promoted smart-growth development. EDA funding was responsible for stimulating more than \$388 million in total public/private investment in these communities during the year and setting the foundation for the creation of more than 4,000 permanent, full-time jobs.

EDA tax-exempt bonds, which enable borrowers to obtain long-term financing at favorable rates, proved to be the perfect solution for businesses like **EASCO Shower Doors Company** in Trenton and **Longfield Brothers, LLC** in Vineland. The EDA issued a \$1.7-million tax-exempt bond to EASCO that enabled the company to purchase machinery and equipment for a newly formed subsidiary, Mercer Glass Fab LLC, which fabricates and tempers glass for use in EASCO's glass shower enclosures and by other glass users. The 15-year bond, directly purchased by TD Bank, closed at a monthly variable interest rate of just under 2 percent. Longfield Brothers was able to expand the warehouse and distribution facility it leases to its operating company, Garden State Bulb Co., a direct importer and distributor of Dutch bulbs. A \$7-million tax-exempt bond directly purchased by Susquehanna Bank was used to add 120,000 square feet of space, including new coolers and an office area as well as related equipment, resulting in 15 new jobs. The 20-year bond closed at a fixed interest rate of 4.35 percent for the first 10 years.

Tax-exempt bonds can also be useful to not-for-profit organizations that offer valuable community services. The **Greater Brunswick Regional Charter School**, one of the first charter schools in New Jersey, borrowed \$6.55 million to renovate a building in New Brunswick so it could open its doors to more children and expand its staff by 11 employees. The 25-year bonds were directly purchased by Sun National Bank and carried an initial interest rate at closing of 4.6 percent. The charter school also borrowed \$1 million from the EDA at 5 percent fixed interest for five years so it could create 11 new classrooms, a gymnasium/multi-purpose room and additional office space.

A \$150,000 EDA loan participation in a \$450,000 TD Bank loan made at a 5-percent fixed interest rate for five years allowed the owners of the **Cavalier Restaurant and Banquet Hall** to finance renovations to their facility in Roselle. Another business, **McKella280 Inc.**, a Pennsauken-based provider of graphic design, digital imaging, printing and fulfillment services, was the first company to finalize a line of credit guarantee, closing a \$1.2-million line with Susquehanna Bank that included a \$250,000 EDA guarantee. The company also borrowed \$2 million from Susquehanna Bank with a \$500,000 EDA participation and a \$375,000 EDA guarantee of the bank's portion of the loan to refinance higher-cost debt.

**Paramount Bakeries, Inc.**, a commercial bakery in Newark primarily serving supermarket chains, was able to add 15 new positions and maintain 40 existing jobs with the help of a \$2.7-million TD Bank loan that included a \$1.25-million EDA Statewide Loan Pool for Business participation. The EDA loan, made for 10 years with a variable interest rate set at 3 percent for the first five years, was used to purchase new equipment and refurbish existing equipment, complete renovations and refinance an existing loan. "Newark has been an ideal place to grow Paramount Bakeries and this project will help ensure we continue to thrive and create more jobs in the city," said Shraga Zabludovsky, who purchased the 85-year-old

business with his wife in 1994.

Another Newark business, **Selected Arrow Enterprises**, a full-service oil company, used EDA's Small Business Fund to borrow \$300,000 for working capital purposes, including hiring six employees, purchasing furniture and creating marketing materials, in conjunction with its move to a new building in the city. The five-year loan was made at a fixed interest rate of 3 percent.

Urban businesses in Neptune, Mount Holly and Clifton were among the companies taking advantage of the EDA-PNC Bank New Jersey Business Growth Fund partnership to finance new locations. **Atlantic Cardiology, LLC**, a medical practice, borrowed \$2 million from PNC Bank with a 50-percent EDA guarantee to fund its third build-

ing, in Neptune. A 25-percent EDA guarantee in a \$765,000 PNC loan was used by family-operated **Highway Tire Distributors, Inc.** to acquire the building used by its Goodyear dealership in Mount Holly. **Placko Signs, LLC**, a manufacturer and installer of signs, borrowed \$360,000 from PNC with a \$180,000 EDA guarantee, also to purchase commercial real estate in Clifton where the business is located.

The real estate holding company for **GDB International, Inc.** of New Brunswick found the EDA-managed Local Development Financing Fund a key to its project, borrowing \$2 million over five years at 2-percent fixed interest to acquire and renovate a building and purchase equipment for its export company, which trades worldwide in plastics, paints and paper.

Along with all these funding efforts, the EDA expanded and improved its urban resources by creating and enhancing certain other programs to re-energize New Jersey cities.

**Somerset Street Urban Renewal LLC**, established by the New Brunswick Development



*In April 2009, the EDA closed a loan under the Local Development Financing Fund to help **Passaic Family Head Start, Inc.** acquire the building it had been leasing from the city since 1986. In conjunction with assistance from PNC Bank, the not-for-profit organization, which provides educational, nutrition, health and social services to low-income children and their families, was able to purchase the 15,424-square-foot building in the City of Passaic.*

Corporation in partnership with Pennrose Properties, the New Brunswick Parking Authority and Rutgers University, benefited from the modified Urban Transit Hub Tax Credit Program at the end of 2009. It was approved for a 20-percent tax credit worth approximately \$27.1 million for a project near the New Brunswick Train Station. The planned \$135.6-million development will consist of approximately 632,000 square feet and include market-rate rental apartments, for-sale residential condominiums, office and retail space, and an onsite parking structure for more than 650 vehicles.

The **New Jersey Food Access Initiative** also was introduced in 2009 to spur supermarket development throughout New Jersey's urban centers to further community revitalization, job creation and the health of urban residents. This initiative was supported through an innovative public/private partnership between the EDA and The Reinvestment Fund, which was established to meet the financing needs of supermarket operators looking to locate within

underserved areas where infrastructure costs and credit requirements are often higher and unmet by conventional financing institutions. The EDA completed a \$3-million investment through its Fund for Community Economic Development in TRF to create the Food Access Fund with a goal of leveraging additional public and private funding. The EDA also invested \$1 million in a pilot initiative specifically targeted at promoting supermarket projects in the City of Newark.

To further support economic development projects in the nine designated urban centers targeted for growth in the New Jersey Redevelopment Plan – Atlantic City, Camden, East Orange, Elizabeth, Jersey City, New Brunswick, Newark, Paterson and Trenton – the EDA made a limited partnership investment in the **New Jersey UrbanAmerica Advantage Fund** in 2009. The fund plans to invest in office, retail, mixed-use, industrial, hospitality, distribution, special-purpose and other types of commercial real estate properties to help increase local tax revenues.

The EDA also manages programs offering important resources to restore brownfield sites, many of which are located in the State's urban communities, and return them to productive use. More than 40 urban projects shared over \$16.5 million in funding through the Hazardous Discharge Site Remediation Fund in 2009. The **Rahway Redevelopment Agency**, for example, received two grants totaling more than \$1 million. One grant was associated with site investigation and remedial investigation activities on property formerly used for book binding, metal fabricating, glassware etching and fabric manufacturing that the city wants to redevelop for residential use. Another grant provided preliminary assessment, site investigation and remedial investigation funding for a former laundry facility that has been designated for future use as an amphitheater and performing arts center.

Additionally, **Cameron Bayonne Urban Renewal, LLC**, formed to acquire a 31-acre brownfield site for a new 350,000-square-foot retail center along Route 440 North in

Bayonne, closed a \$1-million Smart Growth Predevelopment Funding Program loan with the EDA in 2009. Most of the planned space has been preleased. Tenants are expected to include such well-known retailers as Lowe's, Wal-Mart, Sleepy's, New York Sports Club, Subway, Supercuts and LongHorn Steakhouse. The one-year loan was made at a fixed interest rate of 2.25 percent, with interest-only for 11 months.

More than \$8.8 million in financing and business lease and improvement incentives also were provided to 14 projects through an EDA subsidiary, the **Economic Recovery Board for Camden**, which was created under the Municipal Rehabilitation and Economic Recovery Act of 2002. Projects included a \$2.3-million soft loan under the Residential Neighborhood Improvement Fund to support infrastructure costs included in the construction of 162 rental units in the Cramer Hill section of the city and a \$1-million grant from the Demolition and Redevelopment Financing Fund to assist **Respond, Inc.** in constructing its New Worker Job Development Center, a 25,000-square-foot facility dedicated to training in culinary arts and auto technology, with state-of-the-art classrooms to serve up to 90 preschoolers.

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## Advancing the Growth of Tech and Life Sciences Companies

More than \$120 million in direct investments, business incentives, tax credits and venture fund commitments were delivered by the EDA in 2009 to spur innovation, grow new jobs and cultivate an entrepreneurial environment for technology and life sciences companies in New Jersey. A total of 124 early-stage and established businesses that plan to create almost 2,400 jobs were the beneficiaries of this support. Total public/private investment in these projects is estimated at more than \$330 million.

The assistance was provided under the Edison Innovation Fund, a State effort managed by the EDA in consultation with the New Jersey Commission on Science and Technology (CST).

The Fund offers a broad continuum of support to the technology and life sciences communities ranging from various forms of financing and incentives to modern laboratory and office space located within specially created Edison Innovation Zones located in Camden, the greater New Brunswick area and Newark.

In 2009, the EDA finalized direct, equity-like investments totaling nearly \$8.8 million with 13 companies. Technology and life sciences businesses that received the maximum \$1 million to be used as growth capital included: **Alphion Corporation**, a communications systems manufacturer in West Windsor; **Bluenog Corporation**, a software developer in Piscataway; **Evident Software, Inc.**, which provides network monitoring and diagnostics for the financial services industry out of a New Jersey Institute of Technology business incubator in Newark; **mVisum, Inc.**, a medical data communications business located at the EDA's Waterfront Technology Center at Camden, and **TimeSight Systems, Inc.**, a surveillance video storage developer in Mount Laurel. Although the EDA continues to support this sector, currently there is limited capital available for new direct Edison Innovation Fund investments.



***Chromocell Corporation** celebrated an exciting milestone in 2009 by moving from the EDA's Commercialization Center for Innovative Technologies into 15,000 square feet of space at the new Biotechnology Development Center (BDC) on the campus of the EDA's Technology Centre of New Jersey. Chromocell has grown from a three-person operation located in a single, 800-square-foot laboratory to now employing 80 researchers and support staff at the BDC.*

**Compact Power, Inc.**, a battery technology packager in Dover, took advantage of the Edison Innovation R&D Fund supplemental wraparound financing, receiving a \$100,000 direct investment from the EDA on top of the \$500,000 R&D grant it was awarded from the CST. The funding may be used for non-research and development-related costs.

Fourteen technology and life sciences businesses planning to create nearly 2,000 new jobs and invest more than \$244 million in New Jersey's economy executed Business Employment Incentive Program (BEIP) grants with the EDA during the year. Grant recipients included **ImClone Systems, Inc.** of Branchburg, a wholly owned subsidiary of Eli Lilly and Company and a developer of oncology treatments, which expects to create more than 900 new jobs, **Sun Pharmaceutical Industries, Inc.**, a specialty pharmaceuticals business with U.S. headquarters in Michigan, which plans to establish more than 315 jobs, and **Integra LifeSciences Corporation**, a regenerative medicine manufacturer in Plainsboro, which anticipates establishing more than 200 new positions. Other businesses finalizing BEIP grants in 2009 that each plan to create 150 new jobs were **inVentiv Health, Inc.** of Frank-

lin, a provider of outsourced services for life sciences-related industries, and **AustarPharma, LLC**, an Edison-based pharmaceutical business.

In conjunction with the CST and the New Jersey Division of Taxation, the EDA administers the State's Technology Business Tax Certificate Transfer Program, which enables qualified biotechnology and technology businesses to raise cash to support their growth and operations by selling unused net operating losses and research and development tax credits to unrelated profitable corporations. In 2009, 97 businesses were approved to share the \$60 million available through this program, including nine that took advantage of the \$10 million set aside for companies located in the State's Edison Innovation Zones.

Changes enacted in 2009 to enhance this tax transfer program included increasing the maximum lifetime benefit per business to \$15 million, raising the amount of net operating loss carryover that may be surrendered to a corporate business taxpayer to 80 percent, establishing net operating loss as the determining factor for eligibility, eliminating the 75-percent New Jersey employee requirement, altering the minimum employee threshold, and returning unused Innovation Zone set-aside funding to the general program pool.

On the real estate front, **Chromocell Corporation** marked a significant expansion in 2009 by moving from the EDA's Commercialization Center for Innovative Technologies (CCIT) into 15,000 square feet of space at the new Biotechnology Development Center (BDC) on the campus of the Technology Centre of New Jersey. The 26,000-square-foot BDC was created to attract emerging technology companies and make "tweener" space available to growing businesses graduating from the CCIT and other incubators throughout the State. The new space provides Chromocell with its own conference rooms, reception area and visitor lobby and also features laboratories customized to the company's workflow. The drug discovery company began as a three-person operation located in a single, 800-square-foot CCIT lab in 2003, expanding to 6,000 square feet of



*Nistica, which benefited under the Technology Business Tax Certificate Program in 2009, is a global supplier of agile optical modules that simplify, automate and make affordable the delivery of high bandwidth applications.*

CCIT space by 2007. The BDC space was designed to accommodate Chromocell's current staff of 80 and enhance its ability to expand in the near-term future.

The CCIT also became one of only 14 business incubation facilities in the world to earn the Soft Landings International Incubator designation from the National Business Incubation Association in 2009. The honor recognizes an incubator's focus on accepting non-domestic firms into its market. The CCIT currently has 25 tenants, including nine companies that it welcomed in 2009.

Additionally, the EDA embarked on plans to construct 20,000 square feet of generic wet labs on the fifth floor of the Waterfront Technology Center at Camden. Drexel University's A. J. Drexel Plasma Institute (DPI) plans to occupy about 10,500 square feet of the space in 2010. DPI is a major research initiative of Drexel University for the application of plasma science to biology and medicine.

The EDA also finalized its \$1-million limited partnership investment in the OmniCapital Fund, which was created by the OmniCapital Group, LLC to invest in next-generation communication and information technologies. There is a minimum requirement of 2:1 matching for the EDA commitment, which will triple the investment

dollars available to New Jersey companies.

New Jersey's Energy Master Plan calls for the State to reduce electricity and heating consumption by 20 percent by the year 2020 and meet 20 percent of its energy needs through Class I renewable energy involving sources such as solar, wind, photovoltaics, fuel cells, wave tidal renewably generated hydrogen, sustainable harvested biomass and methane gas from landfills.

In connection with these goals, the EDA in 2009 partnered with the Board of Public Utilities (BPU) and the Department of Environmental Protection (DEP) to launch a suite of Clean Energy Solutions programs. These programs were designed to encourage clean energy-related businesses to grow in New Jersey and to help other companies become more energy efficient. The EDA managed funding totaling \$125 million through the new programs to reduce the amount of greenhouse gases in New Jersey and foster the creation of green-collar jobs.

The Clean Energy Solutions Capital Investment (CESCI) Loan/Grant program was one of those resources. It was created to support commercial, institutional or industrial entities advancing energy-efficient end-use projects, combined heat and power or cogeneration production facilities or electric generation facilities.

Northvale-based **Hausmann Industries, Inc.** was the first company to be approved for funding under CESCI. A 50-year-old manufacturer of equipment primarily used in the healthcare industry, Hausmann finalized a \$670,000 loan to purchase a 210 kw solar electric system that is expected to reduce greenhouse gas emissions by more than 3,200 metric tons over its 25-year life.

Through another new program, the Clean Energy Manufacturing Fund (CEMF), New Jersey clean technology manufacturers were able to receive funding under two separate components—project assessment and design, and project construction and operation. A qualified



***Petra Solar**, a thriving solar panel manufacturer, was the first company to receive funding under the Clean Energy Manufacturing Fund. The company was subsequently awarded a \$200-million PSE&G contract to manufacture smart solar systems for installation on PSE&G utility poles and street light poles.*

manufacturer of Class I renewable energy or energy efficiency systems, products or technologies could qualify for a grant up to \$300,000 to assist with the manufacturing site identification and procurement, design and permits, and up to \$3 million as a zero-interest, 10-year loan to support site improvements, equipment purchases, and facility construction and completion.

**Petra Solar, Inc.** of South Plainfield received the maximum \$3.3 million under CEMF to support the purchase of equipment and machinery and the planning/design process. This project will result in a total public/private investment of more than \$7.6 million and the company expects to create 164 new jobs over the next two years. Founded in 2006, Petra Solar designs, develops and manufactures electric power and power management products focused on the solar energy and smart grid markets. The company's flagship product is the SunWave™, a utility grade AC solar module that enhances the reliability of electric distribution systems by combining distributed solar generation with Smart Grid technology.

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## Promoting New Business Growth and Expansion in New Jersey

The EDA supports a wide range of businesses, not-for-profit organizations and other entities through its core assistance programs to fuel economic growth and job creation in New Jersey. Core financing activity totals reached nearly \$350 million in 2009 with 163 projects receiving assistance, more than tripling the EDA's Strategic Plan goal. These projects are anticipated to result in total public/private investment of more than \$918 million and the creation of over 3,200 new, full-time jobs and 9,300 construction jobs throughout New Jersey.

Borrowers utilized EDA assistance to acquire, construct and renovate buildings and purchase new equipment and machinery to enhance their efficiency and competitiveness. With EDA financing, they also were able to cover day-to-day operational expenses and to refinance higher-cost debt.

Often the EDA works in partnership with banks and other financial institutions throughout New Jersey to meet customer financing needs. It issues bonds directly purchased or underwritten by financial institutions so small and mid-size businesses can grow and not-for-profit organizations can upgrade their facilities and services.

The EDA is authorized by the Internal Revenue Service to issue conduit tax-exempt private activity bonds for a variety of purposes such as capital improvements and expansions, including real estate acquisitions, new equipment and machinery, and building construction and renovations. For-profit companies like manufacturers can borrow up to \$20 million with either a fixed or variable interest rate and terms up to 20 years for real estate and 10 years for equipment. Ten of the nearly 70 manufacturing projects that the EDA assisted in 2009 took advantage of the EDA's capacity to issue tax-exempt bonds.

**East Coast Panelboard, Inc.** of Tinton Falls, an electrical component manufacturer and family-owned business, combined \$8.8 million in



***Absolutely Energized Solar Electric, Inc.**, which benefited from EDA assistance in 2009, installed one of the largest pitched roof solar electric systems in New Jersey at **Fellowship Village Retirement Community** in Basking Ridge. Fellowship received a tax-exempt bond from the EDA to support the solar panel installation, which is expected to reduce 900,000 pounds of CO<sub>2</sub> each year.*

tax-exempt bond financing issued by the EDA with \$2.25 million in EDA direct loans and a \$750,000 EDA guarantee to purchase land and a building it had been leasing as well as new metal-working machines and storage and powder coat paint systems. The bonds for the \$13.6-million project were directly purchased by Provident Bank. A 10-year, \$6.55-million bond was issued to the real estate holding company for East Coast Panelboard for building acquisition and renovation. It closed at a fixed rate of 4.39 percent. A \$2.2-million bond was issued for a 15-year term to East Coast Panelboard for the purchase of equipment and machinery. It closed at a fixed interest rate of 4.06 percent. The company is adding 23 new jobs to its 41-person staff.

**Century Packaging, Inc.** which specializes in meeting packaging needs across a wide range of industries, also made use of EDA-issued tax-exempt bonds during the year, borrowing more than \$2.5 million for new equipment purchases and building renovations for its East Brunswick facility. The bonds were issued for eight years at a fixed interest rate of 3.52 percent, with interest only for six months. They were directly

purchased by People's Capital and Leasing Corp.

Tax-exempt bonds also proved to be the right choice for several core not-for-profits. **Cape Counseling Services, Inc.**, a behavioral health organization that provides mental health and substance abuse services to more than 5,000 families annually, was one of them. It acquired, renovated and equipped a 15,600-square-foot building in Middle Township, allowing it to consolidate leased space from two other Cape May County locations, with a \$1.3-million bond directly purchased by Crest Savings Bank. The bond was issued for 20 years at a fixed interest rate of 4.25 percent for the first half of the term.

Several credit-worthy core companies operating in the State for at least one year took advantage of the EDA's Small Business Fund, which offers financing up to \$300,000 for fixed assets. **Direct Cabinet Sales, Inc.** of South Brunswick, which designs, distributes and installs kitchen cabinetry to residential, commercial and new construction markets, borrowed \$300,000 to buy equipment and machinery. **Mercy Transportation, Inc.** of Franklin Township purchased used school buses to add to its fleet with a \$208,000 loan. Both loans were made for five years at a fixed interest rate of 3 percent. Together, the two businesses plan to create nearly 60 new jobs.

Twelve core projects availed themselves of the Statewide Loan Pool for Business program, which enables the EDA to participate in bank loans by providing part of the financing. **Metro Packaging & Imaging, Inc.** a folding carton manufacturer with New Jersey facilities in Wayne, was able to acquire forklifts, gluing and paper-cutting machines and plan for the hiring of 12 additional employees with a loan of nearly \$2.2 million from Sun National Bank. The financing included a 50-percent EDA participation made at 3.16 percent fixed interest for the first five years of a 10-year term, with interest only through 2009. **Fox Rehabilitation Services, P.C.**, a provider of in-home physical, occupational and speech therapy, maintained 400 jobs and plans to add as many as 240 new positions over the next two years with its relocation to larger facilities in



*MAQUET Cardiovascular marked a significant milestone in 2009 with its decision to consolidate its U.S. facilities in Wayne and create 350 new jobs in the State. The company also made a private investment totaling \$40 million as a result of the expansion.*

Cherry Hill Township. The move became possible with a \$6.25-million TD Bank loan that included a \$1.25-million EDA Statewide Loan Pool participation. The EDA portion of the loan was fixed at 3 percent interest for five years.

As part of our effort to assist businesses during the national economic crisis, the EDA implemented two major State initiatives in 2009 created by legislation, the Main Street Business Assistance Program and InvestNJ, to ease the tightened credit market and provide new job creation and capital investment tools to New Jersey businesses. EDA has a long history of working with the banking community to provide assistance to small businesses throughout New Jersey. It was that strong partnership we called upon to develop and implement the Main Street Business Assistance Program.

Seventeen core projects were finalized under the Main Street program to help New Jersey businesses and not-for-profits cope with the effects of a national recession. Ten loan participations totaling almost \$5.4 million and seven line of credit guarantees amounting to \$925,000 were completed during the year.

A specialty food market and catering service in Mount Laurel was the first business to use the program. **Abbruzzi and Giunta's Italian Mar-**

**ket & Catering** closed a \$1.5-million loan with Cornerstone Bank that included a \$211,000 EDA participation made under the program. The market used the funding to consolidate existing financing and expand the catering operations of the business that co-owners Joe Abbruzzi and Mark Giunta purchased in 1991.

Another business found the program useful for purchasing a building. A \$300,000 EDA Main Street participation in a \$1.2-million TD Bank loan was used by **Montclair Avenue, LLC** to acquire the structure in Pompton Lakes for one of its operating companies, PCA Engineering, Inc., a provider of design, installation and testing services for corrosion protection systems. Both EDA participations were made for five years at a fixed interest rate of 5 percent.

The line of credit guarantees provided under the Main Street program were the first ever offered by the EDA. Among core businesses that benefited from EDA guarantees were **Absolutely Energized Solar Electric, Inc.** of Millstone, a solar panel provider for residential and commercial buildings, and **Savona Foods, LLC** of West Deptford, an Italian food distributor servicing restaurants in southern and central New Jersey and the greater Philadelphia metro markets. The EDA provided \$250,000 guarantees on an \$800,000 line issued by The Bank for Absolutely Energized Solar Electric and a \$750,000 line approved by TD Bank for Savona Foods.

More than 1,350 applications were also received for grants under InvestNJ for job creation and capital investments. Funding for both programs has been halted in 2010 in accordance with Governor Chris Christie's efforts to curtail State spending to balance the New Jersey budget.

**MAQUET Cardiovascular LLC** and **The MLB Network, LLC** were two of the 10 core projects expecting to create over 2,000 new jobs that executed Business Employment Incentive Program grants in 2009. MAQUET moved new product lines to Wayne, signing a grant agreement worth an estimated \$3.9 million over 10 years based on its plans to create 350 new jobs. The BEIP grant was also a material factor in MLB's decision to establish new headquarters and more than 200 jobs in Secaucus. MLB's launch in 2009 was the largest network debut in cable history, reaching 50 million homes. Its 10-year grant was

estimated at more than \$8 million.

The Business Retention and Relocation Assistance Grant (BRRAG) program, which provides grants of corporate business tax credits to companies that are relocating within New Jersey and retaining jobs, was instrumental in keeping **Global Aerospace, Inc.** operating in the State in 2009. When this major provider of aviation insurance was considering a move out of State due to cost pressures facing the industry, a BRRAG worth an estimated \$185,000 was an important incentive in the company's decision to relocate its administrative, operations, finance and human resources staffs to Madison from Short Hills and maintain 154 jobs in New Jersey.

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## EDA Board Members

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### **Chairman**

#### **Al Koeppe**

President and CEO  
Newark Alliance

### **EDA Vice Chairman**

#### **Joseph A. McNamara**

Director  
Laborers Employers Cooperation and  
Education Trust

### **Ex Officio Members**

#### **Thomas B. Considine**

Acting Commissioner  
Department of Banking & Insurance  
**Richard Poliner** (Designee)

#### **Bob Martin**

Acting Commissioner  
Department of Environmental Protection  
**Ray Cantor** (Designee)

#### **Andrew P. Sidamon-Eristoff**

Acting State Treasurer  
Department of the Treasury  
**James Kelly** (Designee)

#### **Harold J. Wirths**

Acting Commissioner  
Department of Labor & Workforce  
Development  
**Joseph Latoof** (Designee)

#### **Gerald Zaro**

Chief  
Governor's Office of Economic Growth

### **Public Members**

#### **Kevin Brown**

NJ District Area Director  
Service Employee International Union  
CLC

#### **Timothy L Carden**

Partner  
Public Private Strategy Group

#### **Thomas J. Manning**

Business Manager  
Steamfitters, Pipefitters and  
Apprentices Local Union No. 475

#### **Randal D. Pinkett**

Chairman and CEO  
BCT Partners

#### **Steven D. Plofker, Esq.**

Real Estate Developer,  
Investor and Attorney

#### **Charles H. Sarlo, Esq.**

Vice President and General Counsel  
DMR Architects

#### **Richard Tolson**

Director  
Bricklayers and Allied Craftworkers of NJ

### **Alternate Public Member**

#### **Raymond Burke**

President  
Burke Motor Group

#### **Elliot M. Kosoffsky**

Frank A. Greek & Son, Inc.

### **Nonvoting Member**

#### **Rodney Sadler**

Economic Recovery Board for  
Camden

## EDA Executive Team

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**Caren S. Franzini**  
Chief Executive Officer

**Maureen M. Hassett**  
Senior Vice President  
Governance and Public Information

**Timothy J. Lizura**  
Senior Vice President  
Business Development

**Cynthia G. Osofsky**  
Senior Vice President  
Customer Solutions

**Kathleen E. Stucy**  
Senior Vice President  
Operations

**Anne Kurzenberger**  
Chief Talent & Learning Officer

**Tom Murphy**  
Chief Information Officer

**Greg Ritz, CPA**  
Chief Financial Officer

## Certifications Pursuant To E.O. 37

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March 29, 2010

In accordance with Executive Order No. 37, the New Jersey Economic Development Authority's 2009 Annual Report also serves as the comprehensive report of the Authority's operations. This report highlights the significant action of the Authority for the year, including the degree of success the EDA had in promoting the State's economic growth strategies and other policies.

The report of independent auditors, Mercadien, P.C., dated March 22, 2010, is attached and completes the EDA's requirements concerning the preparation of a comprehensive report required by Executive Order No. 37.

I, Caren Franzini, certify that during 2009, the Authority has, to the best of my knowledge, followed all of the Authority's standards, procedures and internal controls.

I further certify that the financial information provided to the auditor in connection with the audit is, to the best of my knowledge, accurate and that such information, to the best of my knowledge, fairly represents the financial condition and operational results of the authority for the year in question.



Caren S. Franzini  
Chief Executive Officer

I, Greg Ritz, certify that the financial information provided to the auditor in connection with the audit is, to the best of my knowledge, accurate and that such information, to the best of my knowledge, fairly represents the financial condition and operational results of the authority for the year in question.



Greg Ritz, CPA  
Chief Financial Officer

**NEW JERSEY ECONOMIC  
DEVELOPMENT AUTHORITY**  
Financial Statements and Additional Information on  
Federal Grant Programs in Accordance  
with OMB Circular A-133

December 31, 2009 and 2008

**NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY**

Financial Statements and Additional Information on  
Federal Grant Programs in Accordance  
with OMB Circular A-133

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## **I. Financial Section**

## INDEPENDENT AUDITORS' REPORT

Members of the Authority  
New Jersey Economic Development Authority

We have audited the accompanying basic financial statements of New Jersey Economic Development Authority (the "Authority"), a component unit of the State of New Jersey, as of and for the years ended December 31, 2009 and 2008. These financial statements are the responsibility of the Authority's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit included consideration of internal control over financial reporting as a basis for designing audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Authority's internal control over financial reporting. Accordingly, we express no such opinion. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of New Jersey Economic Development Authority as of December 31, 2009 and 2008, and the respective changes in its financial position and cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America.

- AN INDEPENDENTLY OWNED MEMBER OF THE RSM MCGGLADREY NETWORK
- AMERICAN INSTITUTE OF CERTIFIED PUBLIC ACCOUNTANTS
- NEW JERSEY SOCIETY OF CERTIFIED PUBLIC ACCOUNTANTS
- NEW YORK SOCIETY OF CERTIFIED PUBLIC ACCOUNTANTS
- PENNSYLVANIA INSTITUTE OF CERTIFIED PUBLIC ACCOUNTANTS
- AICPA'S PRIVATE COMPANIES PRACTICE SECTION
- AICPA'S CENTER FOR AUDIT QUALITY
- REGISTERED WITH THE PCAOB

## INDEPENDENT AUDITORS' REPORT (CONTINUED)

In accordance with *Government Auditing Standards*, we have also issued our report dated March 22, 2010, on our consideration of the Authority's internal control over financial reporting and our tests of its compliance with certain provisions of laws, regulations, contracts and grant agreements and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* and should be considered in assessing the results of our audit.

Management's Discussion and Analysis ("MD&A") on pages 3 through 11 is not a required part of the basic financial statements, but is supplemental information required by accounting principles generally accepted in the United States of America. We have applied certain limited procedures, which consisted principally of inquiries of management regarding the methods of measurement and presentation of the required supplementary information. However, we did not audit the information and express no opinion on it.

Our audits were conducted for the purpose of forming an opinion on the basic financial statements taken as a whole. The accompanying schedule of expenditures of federal awards is presented for purposes of additional analysis, as required by U.S. Office of Management and Budget Circular A-133, *Audits of States, Local Governments, and Non-Profit Organizations*, and State of New Jersey's OMB Circular Letter 04-04, *Single Audit Policy for Recipients of Federal Grants, State Grants and State Aid*, and is not a required part of the basic financial statements. Such information has been subjected to the auditing procedures applied in the audit of the basic financial statements and, in our opinion, is fairly stated, in all material respects, in relation to the basic financial statements taken as a whole.

*Mercader, P.C.*  
*Certified Public Accountants*  
March 22, 2010

**NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY**  
**Management's Discussion and Analysis**  
**Years Ended December 31, 2009 and 2008**

This section of the New Jersey Economic Development Authority's ("Authority" or "NJEDA") annual financial report presents management's discussion and analysis of the Authority's financial performance during the fiscal years ended on December 31, 2009 and 2008. Please read it in conjunction with the Authority's financial statements and accompanying notes.

**2009 FINANCIAL HIGHLIGHTS**

- The Authority's total net assets decreased \$26.6 million (or 3.6%).
- Current liabilities decreased \$3.1 million (or 11.9%).
- Bonds payable-gross decreased \$10.4 million (or 12.8%) due to scheduled debt service payments.
- Capital assets-net decreased \$3.6 million (or 3.0%) primarily due to the sale of MSNBC production equipment and offset by the completed tenant fit-out for the Authority's Tech III and Tech IV leasehold improvements at the Technology Centre of New Jersey.

**2008 FINANCIAL HIGHLIGHTS**

- The Authority's total net assets decreased \$14.8 million (or 2.0%).
- Current liabilities decreased \$14.5 million (or 35.5%).
- Bonds payable-gross decreased \$32.7 million (or 28.6%) due to scheduled debt service payments.
- Capital assets-net decreased \$20.8 million (or 15.1%) primarily due to the sale of Barnes & Noble land, building and equipment, MSNBC production equipment and offset by ongoing construction in progress for Tech IV at the Technology Centre of New Jersey.

**OVERVIEW OF THE FINANCIAL STATEMENTS**

This annual financial report consists of two parts: *Management's Discussion and Analysis* (this section) and the *basic financial statements*. The Authority is a self-supporting entity and follows enterprise fund reporting; accordingly, the financial statements are presented using the economic resources measurement focus and the accrual basis of accounting. Enterprise fund statements offer short- and long-term financial information about the activities and operations of the Authority. These statements are presented in a manner similar to a private business engaged in such activities as real estate development, investment banking, commercial lending, construction management and consultation. While detailed sub-fund information is not presented, separate accounts are maintained for each program or project to control and manage money for particular purposes or to demonstrate that the Authority is properly using specific appropriations, grants and bond proceeds.

## FINANCIAL ANALYSIS OF THE AUTHORITY

**Net Assets.** The following table summarizes the changes in Net Assets for the years ended December 31, 2009 and 2008:

	<u>2009</u>	<u>2008</u>	<u>2007</u>	Current Year % increase/ (decrease)	Prior Year % increase/ (decrease)
Other Assets	\$716,519,427	\$753,693,388	\$798,191,189	(4.9)%	(5.6)%
Capital Assets, net	<u>113,833,398</u>	<u>117,409,324</u>	<u>138,220,607</u>	(3.0)%	(15.1)%
Total Assets	<u>830,352,825</u>	<u>871,102,712</u>	<u>936,411,796</u>	(4.7)%	(7.0)%
Long Term Debt	82,689,576	92,006,687	120,771,886	(10.1)%	(23.8)%
Other Liabilities	<u>43,335,850</u>	<u>48,192,168</u>	<u>69,892,751</u>	(10.1)%	(31.0)%
Total Liabilities	<u>126,025,426</u>	<u>140,198,855</u>	<u>190,664,637</u>	(10.1)%	(26.5)%
Net Assets:					
Invested in Capital Assets, Net of Related Debt	52,623,398	58,654,324	54,010,607	(10.3)%	8.6%
Restricted for School Loan Program	25,686,302	31,239,841	38,459,932	(17.8)%	(18.8)%
Unrestricted	<u>626,017,699</u>	<u>641,009,692</u>	<u>653,276,620</u>	(2.3)%	(1.9)%
Total Net Assets	<u>\$704,327,399</u>	<u>\$730,903,857</u>	<u>\$745,747,159</u>	(3.6)%	(2.0)%

During 2009, the Authority's combined net assets decreased \$26.6 million (or 3.6%) due to:

\$33.3	Million	PUST grant award payments and loan disbursements
\$21.5	Million	HDSRF program disbursements
\$11.3	Million	Municipal Economic Recovery Initiative grant award payments
\$4.9	Million	School Loan Program repayments returned to the State
(\$4.6)	Million	Business Assistance, Marketing and International Trade transferred from the State
(\$25.0)	Million	Main Street Business Assistance program transferred from the State
(\$28.4)	Million	Clean Energy Solutions Capital Investment transferred from the State
\$13.6	Million	Other Program Payments and Payments to/from the State

During 2008, the Authority's combined net assets decreased \$14.8 million (or 2.0%) due to:

(\$16.4)	Million	BEIP appropriations received in support of grant award payments
\$19.8	Million	PUST grant award payments and loan disbursements
\$5.1	Million	HDSRF program disbursements
\$20.1	Million	Municipal Economic Recovery Initiative grant award payments
\$6.9	Million	School Loan Program repayments returned to the State
(\$5.0)	Million	Business Assistance, Marketing and International Trade transferred from the State
(\$15.7)	Million	Other Program Payments and Payments to/from the State

**Operating Activities.** The Authority charges financing fees that may include an application fee, commitment fee, closing fee and a document execution fee. The Authority also charges an agency fee for the administration of financial programs for various government agencies; a program service fee for the administration of Authority programs that are service-provider based, rather than based on the exchange of assets such as the commercial lending program; and a real estate development fee for real estate activities undertaken on behalf of governmental entities and commercial enterprises. Interest income on investments, notes and intergovernmental obligations is recognized as earned. Grant revenue is earned when the Authority has complied with the terms and conditions of the grant agreements. The Authority also earns income from operating leases and interest income on lease revenue from capital lease financings. Late fees are charged to borrowers delinquent in their monthly loan payments. All forms of revenue accrue to the benefit of the program for which the underlying source of funds are utilized. The Authority considers all activity, except for the sale of capital assets and interest earned from investments, to be operating activities.

The following table summarizes the changes in operating and nonoperating activities between fiscal year 2009 and 2008:

	<u>2009</u>	<u>2008</u>	<u>2007</u>	Current Year % increase/ (decrease)	Prior Year % increase/ (decrease)
<b>Operating Revenues</b>					
Financing Fees	\$4,242,026	\$3,504,883	\$3,080,786	21.0%	13.8%
Interest Income-Notes	7,095,531	7,222,905	6,936,927	(1.8)%	4.1%
Interest Income-Intergovernmental	420,572	522,998	618,345	(19.6)%	(15.4)%
Lease Revenue	12,208,242	18,599,425	17,889,952	(34.4)%	4.0%
Other	<u>6,931,051</u>	<u>5,552,071</u>	<u>8,844,328</u>	24.8%	(37.2)%
Total Operating Revenues	<u>30,897,422</u>	<u>35,402,282</u>	<u>37,370,338</u>	(12.7)%	(5.3)%
<b>Operating Expenses</b>					
Administrative Expenses	25,677,921	21,708,790	16,827,612	18.3%	29.0%
Interest Expense	3,468,690	4,467,024	6,850,482	(22.3)%	(34.8)%
Depreciation	8,684,083	10,062,085	11,489,306	(13.7)%	(12.4)%
Loss Provisions-Net	5,942,290	11,500,774	4,898,638	48.3%	134.8%
Other	<u>7,967,816</u>	<u>8,123,759</u>	<u>7,428,524</u>	(1.9)%	9.4%
Total Operating Expenses	<u>51,740,800</u>	<u>55,862,432</u>	<u>47,494,562</u>	(7.4)%	17.6%
Operating Loss	<u>(20,843,378)</u>	<u>(20,460,150)</u>	<u>(10,124,224)</u>	1.9%	102.1%

#### Nonoperating Revenues and (Expenses)

Interest Income-investments	9,104,441	16,221,076	28,742,994	(43.9)%	(43.6)%
State Appropriations and Program Payments-Net	(12,489,446)	(21,967,067)	(83,698,819)	(43.1)%	(73.8)%
Other (Expense)/Revenue	<u>(2,348,075)</u>	<u>11,362,839</u>	<u>3,239,772</u>	(120.7)%	250.7%
Total Nonoperating, Net	<u>(5,733,080)</u>	<u>5,616,848</u>	<u>(51,716,053)</u>	(202.1)%	(110.9)%
Change in Net Assets	(26,576,458)	(14,843,302)	(61,840,277)	79.0%	(76.0)%
Beginning Net Assets	<u>730,903,857</u>	<u>745,747,159</u>	<u>807,587,436</u>		
Ending Net Assets	<u>\$704,327,399</u>	<u>\$730,903,857</u>	<u>\$745,747,159</u>		

#### Operating Revenues

During 2009, the Authority's operating revenues were materially impacted by the following:

- Financing fees increased by \$0.7 million.
- Lease revenue decreased by \$6.4 million.
- Program services revenue increased by \$1.6 million.
- Loss Recoveries decreased by \$0.1 million.

During 2008, the Authority's operating revenues were materially impacted by the following:

- Financing fees increased by \$0.4 million.
- Lease revenue increased by \$0.7 million.
- Program services revenue decreased by \$0.4 million.
- Loss Recoveries decreased by \$1.4 million.
- Distributions received decreased by \$0.3 million from Edison IV Venture Fund.

#### Operating Expenses

In 2009, operating expenses decreased due primarily to a decline in Loss Provisions-Net in the current year, related to the Authority's investment in certain Venture Capital Funds.

In 2008, operating expenses increased in part due to the passing of Senate bill, No. 1980 which abolished the New Jersey Commerce Commission and transferred its primary function, powers and duties to the Division of Business Assistance, Marketing and International Trade within the Authority. This increase was offset by an Appropriation from the State for the Division and a decrease in Interest expense.

### **Nonoperating Revenues**

In 2009, Interest Income from investments decreased \$7.1 million compared to a decrease of \$12.5 million in 2008. The prior year also included a gain on sale of assets by \$6.4 million, primarily due to Barnes & Noble and MSNBC production equipment sold.

### **Allowance for Credit Losses**

The Authority has aligned its allowance policy to that practiced in the financial services industry. Allowances for doubtful notes and guarantee payments are determined in accordance with guidelines established by the Office of the Comptroller of the Currency. The Authority accounts for its potential loss exposure through the use of risk ratings. These specifically assigned risk ratings are updated to account for changes in financial condition of the borrower or guarantor, delinquent payment history, loan covenant violations, and changing economic conditions.

The assigned risk rating classifications are consistent with the ratings used by the Office of the Comptroller of the Currency. Each risk rating is assigned a specific loss factor in accordance with the severity of the classification. Each month an analysis is prepared using the current loan balances, existing exposure on guarantees, and the assigned risk rating to determine the adequacy of the reserve. Any adjustments needed to adequately provide for potential credit losses are reported as a Loss Provision.

The following table summarizes the Loan Allowance activity for the end of the period from December 31, 2007 through December 31, 2009:

**December 31, 2007**

Allowance for loan losses	\$16,196,326	
Accrued guarantee losses	<u>5,384,511</u>	
<b>Total allowance</b>		21,580,837

2008 Provision for credit losses-net	7,283,585	
2008 Write-offs	<u>(2,590,167)</u>	<u>4,693,418</u>

**December 31, 2008**

Allowance for loan losses	22,876,101	
Accrued guarantee losses	<u>3,398,154</u>	
<b>Total allowance</b>		26,274,255

2009 Provision for credit losses-net	6,515,563	
2009 Write-offs	<u>(3,149,502)</u>	<u>3,366,061</u>

**December 31, 2009**

Allowance for loan losses	26,593,381	
Accrued guarantee losses	<u>3,046,935</u>	
<b>Total allowance</b>		<u>\$29,640,316</u>

The Authority's write-down and Loan Loss Reserve policies closely align with the reporting requirements of the banking industry. When management determines that the probability of collection is less than 50% of the remaining balance, it is the policy to assign a Loss rating to the account. For an account rated as Loss, a loss provision is recognized for the entire loan balance.

Loans are written-off against the Loss Allowance when it is determined that the probability of collection is remote. The recognition of a loss does not automatically release the borrower from the obligation to pay the debt. Should the borrower, guarantors, or collateral position improve in the future, any and all steps necessary to preserve the right to collect these obligations will be taken.

Aggregate gross loan and guarantee exposure at December 31, 2009, was \$267,158,644, of which \$225,079,416 or 84.2% is for loans and \$42,079,228 for issued loan guarantees. The Authority maintains total Loss Allowance of \$29,640,316 or 11.1% of total exposure to cover potential losses in the loan and guaranty portfolio.

Total credit losses for the year ended December 31, 2009, were \$3,149,502 or 1.2% of the loan and guaranty portfolio. Total credit losses for the year ended December 31, 2008, were \$2,731,545 or 1.1% of the loan and guaranty portfolio.

The 2009 Loss Provisions – Net, of \$5.9 million, are related to the following detailed information:

\$6,472,000	Loan and Guarantee Program activity
(\$2,000)	Authority's share in the New Jersey Tech Council Venture Capital Fund
(\$113,000)	Authority's share in the Edison Venture Capital Funds
(\$800,000)	Authority's share in the Garden State Life Sciences Venture Fund
\$500,000	Authority's share in Nistica
(\$149,000)	Authority's share in Archive

The 2008 Loss Provisions – Net, of \$11.5 million, are related to the following detailed information:

\$7,263,000	Loan and Guarantee Program activity
\$17,000	Sale of equipment to MSNBC
\$1,235,000	Authority's share in the New Jersey Tech Council Venture Capital Fund
\$128,000	Authority's share in the Edison Venture Capital Fund
\$2,867,000	Authority's share in the Garden State Life Sciences Venture Fund

## **CAPITAL ASSET AND DEBT ADMINISTRATION**

**Capital Assets.** The Authority independently, or in cooperation with a private or governmental entity, acquires, invests in and/or develops vacant industrial sites, existing facilities, unimproved land, equipment and other real estate for private or governmental use. Sites developed and equipment purchased for private use are marketed or leased to businesses that will create new job opportunities and tax ratables for the municipalities. Sites are developed for governmental use for a fee and also may be leased to the State or State entities. For the majority of these leases, future minimum lease rental payments are equal to the debt service payments related to the bonds or notes issued for the applicable property.

The following table summarizes the change in other Capital Assets-Net between fiscal year 2009 and 2008:

	<u>2009</u>	<u>2008</u>	<u>2007</u>	Current Year % increase/ (decrease)	Prior Year % increase/ (decrease)
Land	\$21,253,466	\$21,248,262	\$23,873,206	0.0%	(11.0)%
Construction in Progress	<u>285,986</u>	<u>5,412,464</u>	<u>450</u>	(94.7)%	
Total Nondepreciable Capital Assets	<u>21,539,452</u>	<u>26,660,726</u>	<u>23,873,656</u>		
Building	97,364,839	97,364,839	121,007,001	0.0%	(19.5)%
Leasehold Improvements	32,732,932	21,918,368	22,223,883	49.3%	(1.4)%
Equipment	<u>22,462,990</u>	<u>25,042,893</u>	<u>38,166,827</u>	(10.3)%	(34.4)%
Total Depreciable Capital Assets	152,560,761	144,326,100	181,397,711		
Less Accumulated Depreciation	<u>(60,266,815)</u>	<u>(53,577,502)</u>	<u>(67,050,760)</u>	12.5%	(20.1)%
Capital Assets-Net	<u>\$113,833,398</u>	<u>\$117,409,324</u>	<u>\$138,220,607</u>	(3.0)%	(15.1)%

The change in Leasehold Improvements in the current year resulted from the completion of tenant fit-out for the Authority's Tech III and Tech IV buildings. In the prior year, the sale of Barnes & Noble land, building and equipment was offset by the increase in Construction in Progress for ongoing work on Tech IV at the Technology Centre of New Jersey. Additionally, the purchase and sale of production equipment to MSNBC fluctuates each year.

More detailed information about the Authority's capital assets is presented in the Notes to the financial statements.

**Capital Debt.** At year end, the Authority had \$90,555,000 of gross bond and note principal outstanding; a net decrease of 10.7%, due to the paydown of scheduled debt. More detailed information about the Authority's capital debt is presented in the Notes to the financial statements.

The following table summarizes the changes in capital debt between fiscal year 2009 and 2008:

	<u>2009</u>	<u>2008</u>	<u>2007</u>	Current Year % increase/ (decrease)	Prior Year % increase/ (decrease)
Bonds Payable - Gross	\$71,145,000	\$81,560,000	\$114,245,000	(12.8)%	(28.6)%
Notes Payable	<u>19,410,000</u>	<u>19,830,000</u>	<u>20,160,000</u>	(2.1)%	(1.6)%
Total Bonds and Notes Payable	<u>\$90,555,000</u>	<u>\$101,390,000</u>	<u>\$134,405,000</u>	(10.7)%	(24.6)%

### **CONTACTING THE AUTHORITY'S FINANCIAL MANAGEMENT**

This financial report is designed to provide New Jersey citizens, and our customers, clients, investors and creditors, with a general overview of the Authority's finances and to demonstrate the Authority's accountability for the appropriations and grants that it receives. If you have questions about this report or need additional information, contact the Office of Public Affairs, NJEDA, P.O. Box 990, Trenton, NJ 08625-0990, or visit our web site at: [www.njeda.com](http://www.njeda.com).

**NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY  
CONSOLIDATED BALANCE SHEETS**

	December 31,	
	2009	2008
<b>Assets</b>		
<b>Current assets</b>		
Cash and cash equivalents	\$173,126,440	\$218,633,450
Investments	65,957,748	77,861,100
Receivables		
Notes	17,232,726	16,880,109
Accrued interest on notes	478,095	787,540
Accrued interest on investments	2,216,858	2,981,524
Intergovernmental	2,137,492	2,137,500
Leases	100,000	100,000
Other receivables	8,232,029	1,330,499
Total receivables	30,397,200	24,217,172
Prepays and deferred costs	549,050	551,109
Total current assets	270,030,438	321,262,831
<b>Noncurrent assets</b>		
Investments	253,007,031	249,126,408
Receivables		
Notes	168,205,671	142,190,454
Notes-restricted	39,641,019	50,310,910
Accrued interest on notes	3,319,438	2,864,195
Accrued interest on notes-restricted	129,839	162,299
Total notes receivables	211,295,967	195,527,858
Allowance for doubtful notes and guarantees	(26,593,381)	(22,876,101)
Net notes receivable	184,702,586	172,651,757
Intergovernmental restricted Unamortized discount	2,531,949 (523,552)	4,741,664 (944,123)
Net intergovernmental receivables	2,008,397	3,797,541
Leases-restricted Unamortized discount	7,806,869 (1,142,033)	7,906,869 (1,244,630)
Net leases receivable	6,664,836	6,662,239
Total receivables	193,375,819	183,111,537
Prepays and deferred costs	106,139	192,612
Nondepreciable capital assets	21,539,452	26,660,726
Depreciable capital assets, net	92,293,946	90,748,598
Total capital assets, net	113,833,398	117,409,324
Total noncurrent assets	560,322,387	549,839,881
<b>Total assets</b>	<b>\$830,352,825</b>	<b>\$871,102,712</b>

See accompanying notes.

**NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY  
CONSOLIDATED BALANCE SHEETS**

	December 31,	
	2009	2008
<b>Liabilities and net assets</b>		
<b>Current liabilities</b>		
Accrued liabilities	\$7,456,298	\$3,028,397
Deferred lease revenues	1,741,740	1,527,679
Deposits	4,518,957	9,408,736
OPEB obligation	0	324,201
Bonds payable	7,955,000	9,815,000
Notes payable	450,000	420,000
Accrued interest payable	791,544	1,493,865
Total current liabilities	22,913,539	26,017,878
<b>Noncurrent liabilities</b>		
Bonds payable-net	63,729,576	72,596,687
Notes payable	18,960,000	19,410,000
Deferred lease revenues	16,334,642	17,388,490
Accrued guarantee losses	3,046,935	3,398,154
Other	1,040,734	1,387,646
Total noncurrent liabilities	103,111,887	114,180,977
<b>Total liabilities</b>	126,025,426	140,198,855
<b>Net assets</b>		
Invested in capital assets, net of related debt	52,623,398	58,654,324
Restricted for school loan program	25,686,302	31,239,841
Unrestricted	626,017,699	641,009,692
<b>Total net assets</b>	704,327,399	730,903,857
<b>Total liabilities and net assets</b>	\$830,352,825	\$871,102,712

**NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY**  
**CONSOLIDATED STATEMENTS OF REVENUES, EXPENSES, AND CHANGES IN NET ASSETS**

	<b>Years ended December 31,</b>	
	<b>2009</b>	<b>2008</b>
<b>Operating revenues</b>		
Financing fees	\$4,242,026	\$3,504,883
Interest income-intergovernmental obligations	420,572	522,998
Interest income-notes	7,095,531	7,222,905
Total interest income	<u>7,516,103</u>	<u>7,745,903</u>
Financing lease revenue	102,597	102,558
Operating lease revenue	12,105,645	18,496,867
Agency fees	1,373,554	1,069,383
Program services	4,619,649	2,996,288
Real estate development	765,037	1,167,470
Other	172,811	318,930
Total other revenues	<u>19,139,293</u>	<u>24,151,496</u>
Total operating revenue	<u>30,897,422</u>	<u>35,402,282</u>
<b>Operating expenses</b>		
Salaries and benefits	21,769,366	17,908,389
General and administrative	3,908,555	3,800,401
Interest	3,468,690	4,467,024
Program costs	7,967,816	8,123,759
Depreciation	8,684,083	10,062,085
Loss provisions-net	5,942,290	11,500,774
Total operating expenses	<u>51,740,800</u>	<u>55,862,432</u>
<b>Operating loss</b>	<u>(20,843,378)</u>	<u>(20,460,150)</u>
<b>Nonoperating revenues and expenses</b>		
Interest income-investments	9,104,441	16,221,076
Unrealized (loss)/gain in investment securities	(2,348,075)	4,905,607
Gain on sale of assets-net	0	6,457,232
State appropriations-net	79,184,831	207,939,119
Program payments	(91,674,277)	(229,906,186)
<b>Nonoperating (expenses)/revenue, net</b>	<u>(5,733,080)</u>	<u>5,616,848</u>
<b>Change in net assets</b>	<u>(26,576,458)</u>	<u>(14,843,302)</u>
<b>Net assets - beginning of year</b>	<u>730,903,857</u>	<u>745,747,159</u>
<b>Net assets - end of year</b>	<u>\$704,327,399</u>	<u>\$730,903,857</u>

**NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY  
CONSOLIDATED STATEMENTS OF CASH FLOWS**

	Years ended December 31,	
	2009	2008
<b>Cash flows from operating activities</b>		
Financing fees	\$4,013,332	\$3,576,873
Interest from notes	9,272,064	8,936,803
Lease rents	11,222,069	18,143,038
Agency fees	1,273,854	1,070,683
Program services	4,554,206	3,324,352
Real estate development	801,560	1,135,102
General and administrative expenses paid	(25,541,723)	(25,581,741)
Program costs paid	(7,278,771)	(8,760,079)
Collection of notes receivable	27,236,253	29,644,027
Guarantee payments recovered	0	(2,905,350)
Loan disbursements	(44,698,859)	(33,262,806)
Deposits received	5,492,095	8,675,925
Deposits released	(10,399,422)	(6,809,085)
Net cash used in operating activities	<u>(24,053,342)</u>	<u>(2,812,258)</u>
<b>Cash flows from capital and related financing activities:</b>		
Payment of bonds and notes payable	(3,130,000)	(27,040,000)
Interest paid on bonds and notes payable	(3,008,995)	(3,622,049)
Purchase of capital assets	(5,796,980)	(6,369,157)
Sale of assets	585,133	22,870,871
Net cash used in capital and related financing activities	<u>(11,350,842)</u>	<u>(14,160,335)</u>
<b>Cash flows from noncapital financing activities:</b>		
Program funding received	2,209,723	2,161,112
Deposits received	55	1,295
Redemption and refunding of bonds payable	(9,060,000)	(7,230,000)
Interest paid on revenue bonds	(3,730,264)	(3,616,368)
Obligations paid	(346,911)	(1,229,862)
Issuance and servicing costs paid	(597,901)	(561,334)
Appropriations received	200,602,475	205,259,021
Payments to State of New Jersey	(4,887,936)	(6,867,844)
Program payments	(210,555,780)	(224,014,911)
Net cash used in noncapital financing activities	<u>(26,366,539)</u>	<u>(36,098,891)</u>
<b>Cash flows from investing activities</b>		
Interest from investments	9,876,908	15,475,101
Capital investments	(340,711)	(2,724,922)
Investments - purchases	(91,331,312)	(44,668,621)
- redemptions	98,058,828	68,930,755
Net cash provided by investing activities	<u>16,263,713</u>	<u>37,012,313</u>
<b>Net decrease in cash and cash equivalents</b>	<b>(45,507,010)</b>	<b>(16,059,171)</b>
<b>Cash and cash equivalents - beginning of year</b>	<b>218,633,450</b>	<b>234,692,621</b>
<b>Cash and cash equivalents - end of year</b>	<b><u>\$173,126,440</u></b>	<b><u>\$218,633,450</u></b>

See accompanying notes.

**NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY**  
**CONSOLIDATED STATEMENTS OF CASH FLOWS (continued)**

	<b>Years ended December 31,</b>	
	<b>2009</b>	<b>2008</b>
<b>Reconciliation of operating loss to net cash used in operating activities</b>		
Operating loss	(\$20,843,378)	(\$20,460,150)
Adjustments to reconcile operating loss to net cash used in operating activities		
Loss provisions	5,942,290	11,500,774
Depreciation	8,684,083	10,062,085
Amortization of discounts, premiums, deferred loss	(523,169)	(625,556)
Cash provided by nonoperating activities	8,692,161	8,999,750
Change in assets and liabilities		
Notes receivable	(17,460,481)	(3,619,856)
Guarantee payments receivable	0	(2,905,350)
Accrued interest receivable-notes	105,762	(333,040)
Lease payments receivable	100,000	40,682
Other receivables	(429,473)	810,578
Prepays and deferred costs	157,012	430,600
Capital investments	(148,389)	(154,975)
Notes payable	(1,355,000)	(1,255,000)
Accrued liabilities	(51,495)	(5,527,735)
Deferred lease revenues	(839,788)	(749,857)
Accrued interest payable	(1,201,687)	(723,378)
Deposits	(4,881,790)	1,698,170
<b>Net cash used in operating activities</b>	<u><u>(\$24,053,342)</u></u>	<u><u>(\$2,812,258)</u></u>
<b>Noncash investing activities</b>		
Unrealized (loss)/gain in investment securities	<u><u>(\$2,348,075)</u></u>	<u><u>\$4,905,607</u></u>

See accompanying notes.

**New Jersey Economic Development Authority  
Notes to Financial Statements  
December 31, 2009 and 2008**

**Note 1: Nature of the Authority**

The New Jersey Economic Development Authority ("Authority") is a public body corporate and politic, constituting an instrumentality and component unit of the State of New Jersey ("State"). The Authority was established by Chapter 80, P.L. 1974 ("Act") on August 7, 1974, as amended and supplemented, primarily to provide financial assistance to companies for the purpose of maintaining and expanding employment opportunities in the State and increasing tax rates in underserved communities. The Act prohibits the Authority from obligating the credit of the State in any manner.

The Authority primarily offers the following products and services:

**(a) Bond Financing**

The Authority issues tax-exempt private activity bonds and taxable bonds. The proceeds from these single issue or composite series bonds are used to provide long-term, below-market interest loans to eligible entities, which include certain 501(c)(3) nonprofit organizations, manufacturers, exempt public facilities, solid waste facilities, and local, county, and State governmental agencies for real estate acquisition, equipment, machinery, building construction and renovations. All such bonds are special conduit debt obligations of the Authority, are payable solely from the revenues pledged with respect to the issue, and do not constitute an obligation against the general credit of the Authority.

**(b) Loans/Guarantees/Investments and Tax Incentives**

The Authority directly provides loans and loan guarantees to commercial enterprises and other nonprofits for various purposes to include: the acquisition of fixed assets; building construction and renovation; financing for working capital; technological development; and infrastructure improvements. The Authority also may provide financial assistance in the form of convertible debt, and take an equity position in technology and life sciences companies through warrant options. In addition to lending and investing its own financial resources, the Authority also administers several business growth programs supported through State appropriation/allocation, including tax credits for film industry and digital media projects, the technology business tax certificate transfer program, and job growth incentive grants. Other State mandated programs include loans/grants to support hazardous discharge site remediation and petroleum underground storage tank remediation.

### (c) Real Estate Development

The Authority independently, or in cooperation with a private or another governmental entity, acquires, invests in and/or develops vacant industrial sites, existing facilities, unimproved land, equipment and other real estate for private or governmental use. Sites developed and equipment purchased for private use are marketed or leased to businesses that will create new job opportunities and tax ratables for municipalities. Sites are developed for governmental use for a fee and also may be leased to the State or State entities.

#### Component Units

Pursuant to Governmental Accounting Standards Board Statement No. 14, *The Financial Reporting Entity*, the financial statements include the accounts of the Authority and the Camden County Urban Renewal Limited Partnership ("CCURLP"), a blended component unit. CCURLP is a real estate joint venture which provides services for the exclusive benefit of the Authority. All intercompany transactions and balances are eliminated.

The Authority's financial statements do not include the accounts of the New Jersey Community Development Entity ("NJCDE"), a component unit. NJCDE is a legal entity whose primary mission is to provide investment capital for low-income communities, on behalf of the Authority, through the allocation of federal New Markets Tax Credits. The Authority does not deem the operations of the NJCDE to be significant to the operations of the Authority. As of December 31, 2009 and 2008, total assets were \$3,529,244 and \$3,332,213, respectively.

#### Related Party Transactions

The Authority has contracted with several other State entities to administer certain loan programs on their behalf for a fee. In order for the Authority to effectively administer the programs, the Authority has custody of the cash accounts for each program. The cash in these accounts, however, is not an asset of the Authority and, accordingly, the balances in these accounts have not been included in the Authority's consolidated balance sheets. The cash balances total \$91,027,869 and \$32,992,024 at December 31, 2009 and 2008, respectively. The following is a summary of the programs that the Authority manages on behalf of other State entities:

<u>Entity</u>	<u>Program</u>	<u>2009</u>	<u>2008</u>
Dept. of Treasury	Local Development Financing Fund	\$19,518,804	\$16,264,127
Board of Public Utilities	BPU Clean Energy Program	24,579,727	16,177,826
Dept. of Environmental Protection	DEP Recycling Loan Fund	1	10,861
Dept. of Human Services	DHS Child Care Facilities Fund	0	539,210
Dept. of Treasury	Invest New Jersey	46,929,337	0
		<u>\$91,027,869</u>	<u>\$32,992,024</u>

## **Note 2: Summary of Significant Accounting Policies**

### **(a) Basis of Accounting and Presentation**

The Authority is a self-supporting entity and follows enterprise fund reporting; accordingly, the accompanying financial statements are presented using the economic resources measurement focus and the accrual basis of accounting. While detailed sub-fund information is not presented, separate accounts are maintained for each program and include certain funds that are legally designated as to use. Administrative expenses are allocated to the various programs.

In its accounting and financial reporting, the Authority follows the pronouncements of the Governmental Accounting Standards Board ("GASB") and other entities that promulgate accounting principles according to a hierarchy of sources of accounting principles. Per GASB Statement 55, *The Hierarchy of Generally Accepted Accounting Principles for State and Local Governments*, priority is established as to which source of accounting principles to utilize in determining proper accounting treatment. The hierarchy is as follows: GASB Statements and Interpretations; GASB Technical Bulletins; American Institute of Certified Public Accountants ("AICPA") Industry Audit and Accounting Guides and AICPA Statements of Position, if applicable, and cleared by GASB; AICPA Practice Bulletins, if applicable, and cleared by GASB; Implementation Guides published by the GASB; AICPA pronouncements that are not specifically applicable to state and governmental entities; Financial Accounting Standards Board ("FASB") Statements and Interpretations; and Accounting Principles Board Opinions and Accounting Research Bulletins of the Committee on Accounting Procedure (issued on or before November 30, 1989). The Authority follows the hierarchy in determining accounting treatment.

### **(b) Revenue Recognition**

The Authority charges various program financing fees that may include an application fee, commitment fee, closing fee and a document execution fee. The Authority also charges a fee for the administration of financial programs for various government agencies and for certain real estate development and management activities. Fees are recognized when earned. Grant revenue is recognized when the Authority has complied with the terms and conditions of the grant agreements. The Authority recognizes interest income by amortizing the discount on intergovernmental obligations and lease revenue by amortizing the discount on capital lease financings. Operating lease revenue is recognized pursuant to the terms of the lease. The Authority considers all activity, except for the sale of capital assets and interest earned from investments, to be operating activities.

When available, it is the Authority's policy to first use restricted resources for completion of specific projects.

### **(c) Cash Equivalents**

Cash equivalents are highly liquid debt instruments with original maturities of three months or less and participations in the State of New Jersey Cash Management Fund ("NJCMF"). The NJCMF is managed by the State's Division of Investment under the Department of the Treasury. All investments must fall within the guidelines set forth by the Regulations of the State Investment Council. The Division of Investment is permitted to invest in a variety of securities to include obligations of the U.S. Government and certain of its agencies, certificates of deposit, commercial paper, repurchase agreements, bankers' acceptances and loan participation notes. Investment guidelines provide that all investments in the NJCMF should mature or are to be redeemed within one year, except that up to 25% of the NJCMF may be invested in eligible securities which mature within 25 months; provided, however, that the average maturity of all investments in the NJCMF shall not exceed one year. Cash equivalents are stated at fair value.

### **(d) Investments**

All investments, except for investment agreements, are stated at fair value. The Authority also invests in various types of joint ventures and uses the equity method to account for its investment when it exercises significant control or influence in the venture. Under the equity method, the investment is shown as a single amount on the balance sheet and the Authority's proportionate share of income or loss is recognized currently, rather than through dividends or disposal.

### **(e) Amortization of Discounts and Premiums**

Interest on capital appreciation bonds is accreted using the interest method over the term of the bonds; for other discounts, the bonds outstanding method is used.

### **(f) Guarantees Receivable**

Payments made by the Authority under its various guarantee programs are reported as Guarantees Receivable. These receivables are expected to be recovered either from the lender, as the lender continues to service the loan, or from the liquidation of the underlying collateral. Recoveries increase Worth [see Note 11].

### **(g) Allowance for Doubtful Notes and Accrued Guarantee Losses**

Allowances for doubtful notes and accrued guarantee losses are determined in accordance with guidelines established by the Office of Comptroller of Currency. These guidelines include classifications based on routine portfolio reviews of various factors that impact collectability.

### **(h) Operating and Non-Operating Revenues and Expenses**

The Authority defines operating revenues and expenses as relating to activities resulting from providing bond financing, direct lending and real estate development to commercial businesses, certain not-for-profit entities, and to local, county and State governmental entities. Non-operating revenues and expenses include income earned on the investment of funds, proceeds from the sale of certain assets and State appropriations.

### **(i) Taxes**

The Authority is exempt from all Federal and State income taxes and real estate taxes.

### **(j) Use of Estimates**

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the amounts reported in the financial statements and accompanying notes. Actual results could differ from those estimates.

### **(k) Capitalization Policy**

Unless material, it is the Authority's policy to expense all expenditures of an administrative nature. Administrative expenditures typically include expenses directly incurred to support staff operations, such as automobiles, information technology hardware and software, office furniture and equipment.

With the exception of immaterial tenant fit-out costs of retail space that is sublet from the State of New Jersey, the Authority capitalizes all expenditures related to the acquisition of land, construction and renovation of buildings, and procurement of certain production equipment intended for sale or lease to its clients.

### **(l) Depreciation Policy**

Capital assets are stated at cost. Depreciation is computed using the straight-line method over the following estimated economic useful lives of the assets:

Building	20 years
Building Improvements	20 years
Leasehold Improvements	term of the lease
Tenant Fit-Out	term of the lease
Production Equipment	4 to 15 years
Vehicles	expensed
IT Hardware/Software	expensed
Furniture and Equipment	expensed

**(m) Reclassification of 2008 Balances**

Certain 2008 balances have been reclassified to conform with current year presentation.

**Note 3: Cash, Cash Equivalents and Investments**

**(a) Cash and Cash Equivalents**

Operating cash is held in the form of Negotiable Order of Withdrawal ("NOW") accounts, money market accounts, and certificates of deposit. At December 31, 2009, the carrying amount of the Authority's deposits was \$42,324,580 and the bank balance was \$50,097,825. Of the bank balance, \$1,250,000 was insured with Federal Deposit Insurance.

Pursuant to GASB Statement No. 40 "Deposit and Investment Risk Disclosures" ("GASB 40"), the Authority's NOW accounts, as well as money market accounts and certificates of deposit, are profiled in order to determine exposure, if any, to Custodial Credit Risk (risk that in the event of failure of the counterparty the NJEDA would not be able to recover the value of its deposit or investment). Deposits are considered to be exposed to Custodial Credit Risk if they are: uncollateralized (securities are not pledged to the depositor), collateralized with securities held by the pledging financial institution, or collateralized with securities held by the pledging financial institution's trust department or agent but not in the government (NJEDA) name. At December 31, 2009, all of the Authority's deposits were collateralized by securities held in its name and, accordingly, not exposed to custodial credit risk.

Cash deposits at December 31, 2009 and 2008, are as follows:

<u>Deposit Type</u>	<u>Deposits</u>	
	<u>2009</u>	<u>2008</u>
NOW Accounts	\$26,253,580	\$32,411,818
Money Market Accounts	10,071,000	9,978,578
Certificates of Deposit	<u>6,000,000</u>	<u>14,237,671</u>
<b>Total Deposits</b>	<u>\$42,324,580</u>	<u>\$56,628,067</u>

**(b) Investments**

Pursuant to the Act, the funds of the Authority may be invested in any direct obligations of, or obligations as to which the principal and interest thereof is guaranteed by, the United States of America or other obligations as the Authority may approve. Accordingly, the Authority directly purchases permitted securities and enters into interest-earning investment contracts.

As of December 31, 2009 and 2008, respectively the total investment is \$266,457,816 and \$275,648,173. The Portfolio is comprised of short to medium term bonds and is managed by a financial institution, for the Authority, per a schedule of permitted investments. These investments include obligations guaranteed by the U.S. Government, Government Sponsored Enterprises, Money Market Funds, Mortgage Backed Pass-Throughs rated AAA by Standard & Poors or Moody's, and Repurchase Agreements. The Portfolio is managed with the investment objectives of: preserving capital, maintaining liquidity, achieving superior yields, and providing consistent returns over time. In order to limit interest rate risk, investments are laddered, with maturities ranging from several months to a maximum of four years.

Investment of bond proceeds are made in accordance with the Authority's various bond resolutions. The bond resolutions generally permit the investment of funds held by the trustee in the following: (a) obligations of, or guaranteed by, the State or the U.S. Government; (b) repurchase agreements secured by obligations noted in (a) above; (c) interest-bearing deposits, in any bank or trust company, insured or secured by a pledge of obligations noted in (a) above; (d) NJCMF; (e) shares of an open-end diversified investment company which invests in obligations with maturities of less than one year of, or guaranteed by, the U.S. Government or Government Agencies; (f) non-participating guaranteed investment contracts.

The Authority is the managing member of the Technology Centre of New Jersey, L.L.C., a real estate joint venture formed in 1999 to spur the growth of high tech industries in the State. The Centre is situated on a 50 acre site and comprised of infrastructure improvements and buildings. As the managing member, the Authority earns an administrative fee based on 5% of gross rents received from the operation of the Centre. At December 31, 2009 and 2008, the value of the Authority's investment in the Centre is \$14,655,777 and \$14,948,405, respectively. On behalf of the venture, the Authority prepares an annual report, a copy of which may be obtained by contacting the Authority.

The Authority is also a limited partner in various venture funds formed with the primary purpose of providing venture capital to exceptionally talented entrepreneurs dedicated to the application of proprietary technologies or unique services in emerging markets and whose companies are in the expansion stage. At December 31, 2009 and 2008, the aggregate value of the Authority's investment in these funds is \$16,280,657 and \$14,584,019, respectively. As a limited partner, the Authority receives financial reports from the managing partner of the funds, copies of which may be obtained by contacting the Authority.

### **(c) Fair Value Disclosures**

#### *Fair Value Measurements*

The Authority follows the Fair Value Measurements Topic of the FASB Accounting Standards Codification, which provides a framework for measuring fair value under accounting principles generally accepted in the United States of America.

As defined in the Fair Value Measurement Topic of the FASB Accounting Standards Codification, fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. In determining fair value, the Authority uses the stock market index approach. Based on this approach, the Authority often utilizes certain assumptions that market participants would use in pricing the asset or liability, including assumptions about risk and or the risks inherent in the inputs to the valuation technique. These inputs can be readily observable, market corroborated, or generally unobservable inputs. The Authority utilizes valuation techniques that maximize the use of observable inputs and minimize the use of unobservable inputs. Based on the observability of the inputs used in the valuation techniques the Authority is required to provide the following information according to the fair value hierarchy. The fair value hierarchy ranks the quality and reliability of the information used to determine fair values. Financial assets and liabilities carried at fair value will be classified and disclosed in one of the following three categories:

Level 1 — Valuations for assets and liabilities traded in active exchange markets, such as the New York Stock Exchange. Level 1 also includes U.S. Treasury and federal agency securities and federal agency mortgage-backed securities, which are traded by dealers or brokers in active markets. Valuations are obtained from readily available pricing sources for market transactions involving identical assets or liabilities.

Level 2 — Valuations for assets and liabilities traded in less active dealer or broker markets. Valuations are obtained from third party pricing services for identical or similar assets or liabilities.

Level 3 — Valuations for assets and liabilities that are derived from other valuation methodologies, including option pricing models, discounted cash flow models and similar techniques, and not based on market exchange, dealer, or broker traded transactions. Level 3 valuations incorporate certain assumptions and projections in determining the fair value assigned to such assets or liabilities.

### *Investments*

The fair value of investment securities is the market value based on quoted market prices, when available, or market prices provided by recognized broker dealers. If listed prices or quotes are not available, fair value is based upon externally developed models that use unobservable inputs due to the limited market activity of the instrument.

*Fair Value on a Recurring Basis*

The table below presents the balances of investments measured at fair value on the balance sheets as of December 31, 2009 and 2008:

	<u>December 31, 2009</u>			
	<u>Total</u>	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>
Available for sale securities	\$418,431,354	\$418,431,354	\$0	\$0
Other assets	<u>31,335,285</u>	<u>0</u>	<u>0</u>	<u>31,335,285</u>
Total	<u>\$449,766,639</u>	<u>\$418,431,354</u>	<u>\$0</u>	<u>\$31,335,285</u>

	<u>December 31, 2008</u>			
	<u>Total</u>	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>
Available for sale securities	\$458,710,466	\$458,710,466	\$0	\$0
Other assets	<u>30,282,424</u>	<u>0</u>	<u>0</u>	<u>30,282,424</u>
Total	<u>\$488,992,890</u>	<u>\$458,710,466</u>	<u>\$0</u>	<u>\$30,282,424</u>

In accordance with the Fair Value Measurements Topic of the FASB Accounting Standards Codification, the following is a reconciliation of changes in the fair value measurements of investments using significant unobservable inputs (Level 3):

	<u>2009</u>	<u>2008</u>
Balance, beginning of year	\$30,282,424	\$31,133,800
Total realized and unrealized gains and losses included in change in net assets*	730,059	(2,168,679)
Purchases, issuances and settlements	428,983	3,111,417
Transfers in and/or out of Level 3	<u>(106,181)</u>	<u>(1,794,114)</u>
Balance, end of year	<u>\$31,335,285</u>	<u>\$30,282,424</u>

\*These items are included in changes in net assets as operating expenses, loss provisions-net, as follows:

Total realized and unrealized gains and losses included in changes in net assets	<u>\$730,059</u>	<u>(\$2,168,679)</u>
Changes in realized and unrealized gains and losses relating to assets still held at end of year	<u>\$543,630</u>	<u>(\$4,076,301)</u>

At December 31, 2009 and 2008, the Authority held other equity investments of \$398,851 and \$750,000, respectively. The investments are held in the form of stock. Value is based on analysis of companies' prospects in conjunction with valuations of comparable companies.

In order to maintain adequate liquidity, significant NJEDA funds are invested in the NJCMF, which typically earns returns that mirror short term interest rates. Monies can be freely added or withdrawn from the NJCMF on a daily basis without penalty. At December 31, 2009 and 2008 the NJEDA balance is \$136,801,860 and \$168,005,382, respectively.

### **Custodial Credit Risk**

Pursuant to GASB 40, the Authority's investments are profiled to determine if they are exposed to Custodial Credit Risk. Investment securities are exposed to custodial credit risk if the securities are uninsured, are not registered in the name of the government (NJEDA), and are held by either: the counterparty (institution that pledges collateral to government or that buys/sells investments for government) or the counterparty's trust department or agent but not in the name of the government. Investment pools such as the NJCMF and open ended mutual funds including Mutual Bond Funds are deemed not to have custodial credit risk. As of December 31, 2009, \$271,298,500 in NJEDA investments, comprised of \$78,954,240 in U.S. Treasuries, \$163,135,963 in U.S. Agencies, and \$29,208,297 in Corporates, were not registered in the name of the NJEDA and were held by the counterparty.

### **Concentration of Credit Risk**

The NJEDA places no limit on the amount the Authority may invest in any one issuer. At December 31, 2009, more than 5 percent of NJEDA investments are in Federal Farm Credit Bank, Federal Home Loan Bank, Federal Home Loan Mortgage Corp (FHLMC), and Federal National Mortgage Association (FNMA). These investments are 13.70% (\$61,598,569); 6.82% (\$30,652,353); 6.35% (\$28,559,979); and 9.41% (\$42,325,062), respectively, of the Authority's total investments. These four investments are included in the U.S. Government Agency category of investments. Investments issued by or guaranteed by the U.S. Government, mutual fund investments, and pooled investments are exempt from this requirement.

### **Credit Risk**

The Authority does not have an investment policy regarding the management of Credit Risk, as outlined above. GASB 40 requires that disclosure be made as to the credit rating of all debt security investments except for obligations of the U.S. government or investments guaranteed by the U.S. government. All investments in Mutual Bond Funds and U.S. Agencies are rated AAA by Moody's and AAA by Standard & Poors ("S&P"). Corporates were rated AAA (\$21,639,224), AA+ (\$2,948,158), and A (\$4,620,915) by S&P. The NJCMF is not rated.

## Interest Rate Risk

The Authority does not have a policy to limit interest rate risk, however, its practice is to hold investments to maturity.

As of December 31, 2009 and 2008, the NJEDA had the following investments and maturities:

<b>Investment Type</b>	<b>Fair Value as of 12/31/09</b>	<b>Investments Less than 1 Year</b>	<b>Maturities 1-5 Years</b>	<b>Fair Value as of 12/31/08</b>
<b>Debt Securities:</b>				
U.S. Treasuries	\$78,954,240	\$13,800,741	\$65,153,499	\$75,921,975
U.S. Agencies	163,135,963	27,438,826	135,697,137	185,128,901
Corporate	29,208,297	8,387,187	20,821,110	13,006,338
Mutual Bond Funds	10,330,994	10,330,994		16,647,870
Certificate of deposit	6,000,000	6,000,000		6,000,000
NJ Cash Management Fund	<u>130,801,860</u>	<u>130,801,860</u>		<u>162,005,382</u>
<b>Subtotal, Total Debt Securities</b>	<b><u>418,431,354</u></b>	<b><u>\$196,759,608</u></b>	<b><u>\$221,671,746</u></b>	<b><u>458,710,466</u></b>
<b>Non Debt Securities</b>				
Investment in Technology Center Joint Venture	14,655,777			14,948,405
Venture Fund Investments	16,280,657			14,584,019
Other Equity Investments	<u>398,851</u>			<u>750,000</u>
<b>Subtotal</b>	<b>449,766,639</b>			<b>488,992,890</b>
Less amounts reported as Cash Equivalents	<u>(130,801,860)</u>			<u>(162,005,382)</u>
<b>Total Investments</b>	<b><u>\$318,964,779</u></b>			<b><u>\$326,987,508</u></b>

## Note 4: Notes Receivable

Notes Receivable consist of the following:	<u>2009</u>	<u>2008</u>
Economic Development Fund ("EDF") loan and guarantee programs; interest ranging up to 8%; maximum term 10 years	\$46,464,017	\$55,774,953
Economic Recovery Fund ("ERF") loan and guarantee programs; interest ranging up to 8%; maximum term of 9 years	125,478,536	90,663,082
Hazardous Discharge Site Remediation ("HDSR") loan program; interest ranging up to 5.5%; maximum term of 9 years	5,754,387	5,542,268
Public School Facilities ("PSF") loan program; interest ranging from 1.5% to 5.288%; maximum term of 4 years	43,818,937	54,315,634
Municipal Economic Recovery Initiative ("MERI") loan program; interest ranging up to 3%; maximum term of 21 years	<u>3,563,539</u>	<u>3,085,536</u>
	<b><u>\$225,079,416</u></b>	<b><u>\$209,381,473</u></b>

Aggregate Notes Receivable activity for the year ended December 31, 2009, was as follows:

	<u>Beginning Balance</u>	<u>Loan Disbursements</u>	<u>Loan Receipts</u>	<u>Write-offs, Adjustments, Restructures- Net</u>	<u>Ending Balance</u>	<u>Amounts Due Within One Year</u>
EDF/ERF	\$146,438,035	\$43,095,818	(\$14,473,763)	(\$3,117,537)	\$171,942,553	\$12,164,975
HDSR	5,542,268	1,000,040	(785,796)	(2,125)	5,754,387	731,722
PSF	54,315,634	0	(10,496,697)	0	43,818,937	10,669,891
MERI	<u>3,085,536</u>	<u>603,000</u>	<u>(124,997)</u>	<u>0</u>	<u>3,563,539</u>	<u>158,111</u>
	<u>\$209,381,473</u>	<u>\$44,698,858</u>	<u>(\$25,881,253)</u>	<u>(\$3,119,662)</u>	<u>\$225,079,416</u>	<u>\$ 23,724,699</u>

Of the amount's due within one year, as noted above, \$7,547,861 due to the Public School Facilities Program ("PSF") is categorized as restricted since it cannot be used to pay other current liabilities.

**Note 5: Intergovernmental Receivables**

The Authority has various Agreements with the State and State entities relating to the issuance of Bonds. Pursuant to the underlying legislation and resolution, the bond proceeds finance various Authority programs and projects. Pursuant to the terms of the Agreements, the debt service on these bonds is payable solely from scheduled amounts receivable.

The Series 1996 Port bonds are secured solely by loan payments originally scheduled to be made to the Port Authority by various utilities authorities. The Port Authority has assigned the right to receive such loan payments to the Authority.

At December 31, 2009 and 2008, Intergovernmental Receivables are comprised of the following:

	<u>2009</u>	<u>2008</u>
NJ Port District Utilities Authorities Contract	\$4,669,441	\$6,879,164
Unamortized Discount	<u>(523,552)</u>	<u>(944,123)</u>
Total Net Intergovernmental Receivable	<u>\$4,145,889</u>	<u>\$5,935,041</u>

Aggregate gross receipts from intergovernmental receivables due through 2014 and thereafter are as follows:

2010	\$2,137,492
2011	904,167
2012	693,056
2013	693,057
2014	120,833
2015	<u>120,836</u>
	<u>\$4,669,441</u>

Intergovernmental Receivable activity for the year ended December 31, 2009, was as follows:

	<u>Beginning Balance</u>	<u>Reductions</u>	<u>Ending Balance</u>	<u>Amount Receivable Within One Year</u>
Gross Receivable	\$6,879,164	(\$2,209,723)	\$4,669,441	<u>\$2,137,492</u>
Discount	<u>(944,123)</u>	<u>420,571</u>	<u>(523,552)</u>	
Net Receivable	<u>\$5,935,041</u>	<u>(\$1,789,152)</u>	<u>\$4,145,889</u>	

## Note 6: Leases

### (a) Leases Receivable

The Authority has various financing leases relating to the issuance of Bonds and Notes Payable. Bond and Note proceeds finance specific projects. The financing leases provide for basic rental payments, by the tenant to the Authority, in an amount at least equal to the amount of debt service on the Bonds and Notes. In the event of default by the tenant to make rental payments, the Authority generally has recourse, including, but not limited to, taking possession and selling or subletting the leased premises and property.

The outstanding leases are as follows:

<u>Lease Description</u>	<u>2009</u>	<u>2008</u>
NY Daily News, through 7/30/21	\$7,906,869	\$8,006,869
Unamortized Discount	<u>(1,142,033)</u>	<u>(1,244,630)</u>
Aggregate Lease Payments Receivable-Net	<u>\$6,764,836</u>	<u>\$6,762,239</u>

Aggregate gross lease receipts due through 2014 and thereafter are as follows:

2010	\$100,000
2011	100,000
2012	100,000
2013	100,000
2014	100,000
2015-2019	500,000
2020-2021	<u>6,906,869</u>
	<u>\$7,906,869</u>

Lease payments receivable activity for the year ended December 31, 2009 was as follows:

	<u>Beginning Balance</u>	<u>Reductions</u>	<u>Ending Balance</u>	<u>Amount Receivable Within One Year</u>
Gross Receivable	\$8,006,869	(\$100,000)	\$7,906,869	<u>\$100,000</u>
Discount	<u>(1,244,630)</u>	<u>102,597</u>	<u>(1,142,033)</u>	
Net Receivable	<u>\$6,762,239</u>	<u>\$2,597</u>	<u>\$6,764,836</u>	

## (b) Operating Leases

### (i) Authority as Lessor

At December 31, 2009, capital assets with a gross carrying value of \$161,797,352 and accumulated depreciation of \$55,409,732 are leased to commercial enterprises. These leases generally provide the tenant with renewal and purchase options. Aggregate minimum lease receipts are expected as follows:

2010	\$9,781,199
2011	8,485,757
2012	8,209,921
2013	6,774,798
2014	6,269,517
2015-2019	20,757,159
2020-2024	6,323,420
2025-2029	2,254,771
2030-2034	745,000
2035-2036	<u>310,000</u>
	<u>\$69,911,542</u>

**(ii) Authority as Lessee**

The Authority leases commercial property, buildings, office space and parking. The leased premises are either sublet to commercial enterprises or utilized by Authority staff. Aggregate rental expense for the current year on commercial property amounted to \$577,473; and for property used by the Authority, rental expense amounted to \$365,138. Aggregate future lease obligations are as follows:

2010	\$775,785
2011	767,830
2012	739,719
2013	750,129
2014	760,186
2015-2019	2,406,750
2020-2024	1,092,550
2025-2029	1,236,000
2030-2034	1,307,000
2035-2039	956,300
2040-2044	646,300
2045-2049	743,250
2050-2054	<u>743,250</u>
	<u>\$12,925,049</u>

## Note 7: Capital Assets

Capital asset activity for the years ended December 31, 2009 and 2008, was as follows:

	<b>December 31, 2007</b>	<b>Additions</b>	<b>Reductions</b>	<b>Adjustments to Reserve</b>	<b>December 31, 2008</b>
Capital assets not being depreciated:					
Land	\$23,873,206	\$0	(\$2,624,944)	\$0	\$21,248,262
Construction in progress	450	5,412,014	0	0	5,412,464
Capital assets being depreciated:					
Building	121,007,001	0	(23,642,162)	0	97,364,839
Leasehold improvements	22,223,883	0	(305,515)	0	21,918,368
Production equipment	<u>38,166,827</u>	<u>575,197</u>	<u>(13,936,995)</u>	<u>237,864</u>	<u>25,042,893</u>
Capital assets-gross	<u>205,271,367</u>	<u>5,987,211</u>	<u>(40,509,616)</u>	<u>237,864</u>	<u>170,986,826</u>
Less: accumulated depreciation	<u>67,050,760</u>	<u>10,062,085</u>	<u>(23,535,343)</u>	<u>0</u>	<u>53,577,502</u>
Capital assets-net	<u>\$138,220,607</u>	<u>(\$4,074,874)</u>	<u>(\$16,974,273)</u>	<u>\$237,864</u>	<u>\$117,409,324</u>
	<b>December 31, 2008</b>	<b>Additions</b>	<b>Reductions</b>	<b>Adjustments to Reserve</b>	<b>December 31, 2009</b>
Capital assets not being depreciated:					
Land	\$21,248,262	\$5,204	\$0	\$0	\$21,253,466
Construction in progress	5,412,464	5,688,086	(10,814,564)	0	285,986
Capital assets being depreciated:					
Building	97,364,839	0	0	0	97,364,839
Leasehold improvements	21,918,368	10,814,564	0	0	32,732,932
Production equipment	<u>25,042,893</u>	<u>0</u>	<u>(2,659,694)</u>	<u>79,791</u>	<u>22,462,990</u>
Capital assets-gross	<u>170,986,826</u>	<u>16,507,854</u>	<u>(13,474,258)</u>	<u>79,791</u>	<u>174,100,213</u>
Less: accumulated depreciation	<u>53,577,502</u>	<u>8,684,083</u>	<u>(1,994,770)</u>	<u>0</u>	<u>60,266,815</u>
Capital assets-net	<u>\$117,409,324</u>	<u>\$7,823,771</u>	<u>(\$11,479,488)</u>	<u>\$79,791</u>	<u>\$113,833,398</u>

In 2009, the Authority completed tenant fit-out of its Tech III and Tech IV buildings, located in North Brunswick. This work was necessary to provide suitable space for new tenants, and will enable the Authority to assist more businesses in the State.

In the second quarter of 2009 the Authority commenced the design of wet laboratory tenant improvements for the fifth floor of the Waterfront Technology Center at Camden. The cost of this construction is approximately \$5,120,000. The space will be leased at \$295,000 per year, initially for a period of ten years.

**Note 8: Bonds Payable**

The bonds reported in the following table have been issued in order to fund commercial loans, loans to school districts, commercial real estate development and capital construction. The Bonds are secured by lease rental payments, loan repayments and the underlying assets pledged pursuant to the Bond resolutions. In the event of default by the tenant to make rental payments, the Authority generally has recourse, including, but not limited to, taking possession and selling or subletting the leased premises and property.

The Series 1996 Port bonds are secured solely by loan payments originally scheduled to be made to the Port Authority by various utilities authorities. The Port Authority has assigned the right to receive such loan payments to the Authority.

The outstanding issues are as follows:

	<u>2009</u>	<u>2008</u>
<b>\$46,815,000 NJEDA Revenue Bonds</b> (Public Schools Small Project Loan Program), 2004 Series, interest ranging from 3% to 5%; due 8/15/10 through 8/15/13. Series 1993 was refunded on 3/15/04.	<b>\$17,700,000</b>	\$21,715,000
<b>\$43,000,000 Variable Rate Lease Revenue Bonds</b> , 2003 Series A and B, (Camden Center Urban Renewal Limited Partnership Project); adjustable rate, due annually through 3/15/18	<b>36,800,000</b>	38,155,000
<b>\$167,500,000 NJEDA Taxable Economic Development Bonds MSNBC/CNBC Project</b> , 1997 Series A and B, adjustable rate, due through 10/1/21	<b>11,000,000</b>	14,600,000
<b>\$18,355,000 NJEDA Taxable Revenue Bonds, North Jersey Port District Utilities Authorities Loan Securitization Program ("Port")</b> , Series 1996, interest ranging from 7.05% to 7.25%; due 2/15/10 through 2/15/12	<b><u>5,645,000</u></b>	<u>7,090,000</u>
Subtotal	<b>71,145,000</b>	81,560,000
Unamortized premium	<b><u>539,576</u></b>	<u>851,687</u>
	<b><u>\$71,684,576</u></b>	<u>\$82,411,687</u>

At December 31, 2009, the carrying amount of all aggregate bonds payable approximates fair market value. Aggregate debt service requirements of bonds payable through 2014 and thereafter are as follows:

	<u>Principal</u>	<u>Interest</u>	<u>Total</u>
2010	\$7,955,000	\$2,068,058	\$10,023,058
2011	6,875,000	1,722,838	8,597,838
2012	7,900,000	1,339,281	9,239,281
2013	6,010,000	2,283,792	8,293,792
2014	1,475,000	1,971,338	3,446,338
2015-2019	31,230,000	6,990,828	38,220,828
2020-2021	<u>9,700,000</u>	<u>67,900</u>	<u>9,767,900</u>
	<u>\$71,145,000</u>	<u>\$16,444,035</u>	<u>\$87,589,035</u>

Bonds payable activity for the years ended December 31, 2009 and 2008, was as follows:

	<u>December 31, 2007</u>	<u>Additions</u>	<u>Reductions</u>	<u>December 31, 2008</u>	<u>Amounts Due Within One Year</u>
Bonds Payable-gross	\$114,245,000	\$0	(\$32,685,000)	\$81,560,000	<u>\$9,815,000</u>
Unamortized premium	<u>1,264,609</u>	<u>0</u>	<u>(412,922)</u>	<u>851,687</u>	
Total Bonds Payable-net	<u>\$115,509,609</u>	<u>\$0</u>	<u>(\$33,097,922)</u>	<u>\$82,411,687</u>	
					<u>Amounts Due Within One Year</u>
	<u>December 31, 2008</u>	<u>Additions</u>	<u>Reductions</u>	<u>December 31, 2009</u>	
Bonds Payable-gross	\$81,560,000	\$0	(\$10,415,000)	\$71,145,000	<u>\$7,955,000</u>
Unamortized premium	<u>851,687</u>	<u>0</u>	<u>(312,111)</u>	<u>539,576</u>	
Total Bonds Payable-net	<u>\$82,411,687</u>	<u>\$0</u>	<u>(\$10,727,111)</u>	<u>\$71,684,576</u>	

Pursuant to GASB issued statement, "Disclosure of Conduit Debt Obligations" (GASBI-2), there is no requirement to record conduit debt that is simultaneously recorded by the entity that is responsible for its payment. The State of New Jersey records this debt on its financial statements. It is the Authority's opinion that by not reporting the State backed conduit debt and Agency type transactions on its financial statements a more accurate assessment of its financial position and operations exists.

**Note 9: Notes Payable**

Generally, Notes Payable are special obligations of the Authority payable solely from loan payments, lease rental payments and other revenues, funds and other assets pledged under the notes and do not constitute obligations against the general credit of the Authority. Note proceeds are used to fund specific programs and projects and are not co-mingled with other Authority funds.

The outstanding notes are as follows:

	<u>2009</u>	<u>2008</u>
Community Development Investments, LLC; interest at 5%; principal & interest due monthly through 4/12/14 with final payment due at maturity on 5/12/14	\$2,000,000	\$2,000,000
City of Camden, NJ; interest at 6%; principal & interest due monthly through maturity on 2/5/16	4,000,000	4,000,000
Jersey Central Power & Light; interest at 3%; interest only due monthly through 11/12/20; principal due at maturity on 11/12/20	1,000,000	1,000,000
Public Service New Millennium Economic Development Fund, LLC; interest at 2%; interest only due monthly through 11/7/20; principal due at maturity on 11/7/20	5,000,000	5,000,000
Waterfront Technology Center Construction Loan; variable interest; principal and interest due monthly over 60 month period, through maturity on 1/31/12	<u>7,410,000</u>	<u>7,830,000</u>
	<u>\$19,410,000</u>	<u>\$19,830,000</u>

At December 31, 2009, the carrying value of all notes payable approximates fair market value. Aggregate debt service requirements of notes payable through 2014 and thereafter are as follows:

	<u>Principal</u>	<u>Interest</u>	<u>Total</u>
2010	\$450,000	\$859,040	\$1,309,040
2011	1,337,876	527,055	1,864,931
2012	7,563,125	405,607	7,968,732
2013	1,144,852	333,350	1,478,202
2014	1,210,125	268,076	1,478,201
2015-2019	1,704,022	761,676	2,465,698
2020	<u>6,000,000</u>	<u>112,722</u>	<u>6,112,722</u>
Total	<u>\$19,410,000</u>	<u>\$3,267,526</u>	<u>\$22,677,526</u>

Notes payable activity for the years ended December 31, 2009 and 2008 was as follows:

<b>December 31, 2007</b>	<b><u>Additions</u></b>	<b><u>Reductions</u></b>	<b>December 31, 2008</b>	<b><u>Amounts Due Within One Year</u></b>
<u>\$20,160,000</u>	<u>\$0</u>	<u>(\$330,000)</u>	<u>\$19,830,000</u>	<u>\$420,000</u>
<b>December 31, 2008</b>	<b><u>Additions</u></b>	<b><u>Reductions</u></b>	<b>December 31, 2009</b>	<b><u>Amounts Due Within One Year</u></b>
<u>\$19,830,000</u>	<u>\$0</u>	<u>(\$420,000)</u>	<u>\$19,410,000</u>	<u>\$450,000</u>

**Note 10: Net Assets**

The Authority's Net Assets are categorized as follows:

- Invested in capital assets, net of related debt
- Restricted
- Unrestricted

Invested in Capital Assets, Net of Related Debt includes capital assets net of accumulated depreciation used in the Authority's operations as well as capital assets that result from the Authority's real estate development and operating lease activities. Restricted assets include net assets that have been restricted in use in accordance with State law, such as the Public School Facilities loan program, noted in Note 4. Unrestricted assets include all net assets not included above. The changes in Net Assets during 2009 and 2008 are as follows:

	<u>Invested in Capital Assets Net of Debt</u>	<u>Restricted</u>	<u>Unrestricted</u>	<u>Totals</u>
Net Assets December 31, 2007	\$54,010,607	\$38,459,932	\$653,276,620	\$745,747,159
Change in net assets	<u>4,643,717</u>	<u>(7,220,091)</u>	<u>(12,266,928)</u>	<u>(14,843,302)</u>
Net Assets December 31, 2008	58,654,324	31,239,841	641,009,692	730,903,857
Change in net assets	<u>(6,030,926)</u>	<u>(5,553,539)</u>	<u>(14,991,993)</u>	<u>(26,576,458)</u>
Net Assets December 31, 2009	<u>\$52,623,398</u>	<u>\$25,686,302</u>	<u>\$626,017,699</u>	<u>\$704,327,399</u>

**Note 11: Commitments and Contingencies**

**(a) Loan and Bond Guarantee Programs**

The Authority has a special binding obligation regarding all guarantees to the extent that funds are available in the guarantee accounts as specified in the guarantee agreements. Guarantees are not, in any way, a debt or liability of the State.

**(1) Economic Recovery Fund**

The guarantee agreements restrict the Authority from approving any loan or bond guarantee if, at the time of approval, the Debt to Worth ratio is greater than 5 to 1. At any time, payment of the guarantee is limited to the amount of Worth within the guarantee program account. Principal payments on guaranteed loans and bonds reduce the Authority's exposure. At December 31, 2009, Debt was \$17,423,938 and Worth was \$100,659,971, with a ratio of 0.17 to 1.

## **(2) Economic Growth Composite Bond Program**

The Guarantee Agreement relating to Economic Growth Composite Bonds requires the Authority to establish, in trust, a Cash Collateral Account. This obligation to deliver funds to the trustee is a general obligation of the Authority.

To the extent guarantee payments of principal on the bonds cannot be recovered through collateral liquidation, loan restructure, etc., the Authority's aggregate composite exposure is permanently reduced. At December 31, 2009, aggregate exposure and the cash collateral balance are both \$347,025.

## **(3) New Jersey Business Growth Fund**

The Authority guarantees between 25% and 50% of specific, low-interest loans to New Jersey companies, made by one of its preferred lenders, with a maximum aggregate exposure to the Authority not to exceed \$10 million and, at no time will the Authority pay more than \$10 million, net, of guarantee demands. At December 31, 2009, aggregate exposure and related worth within the Business Growth Fund account are both \$10,000,000.

### **(b) Loan Program Commitments and Project Financings**

At December 31, 2009, the Authority has \$35,801,403 of loan commitments not yet closed or disbursed and \$103,441,715 of project financing commitments.

### **(c) New Markets Tax Credit Program**

On December 28, 2005, the Authority loaned \$31,000,000 to a limited liability company, to facilitate their investment in a certified community development entity whose primary mission is to provide loan capital for commercial projects in low-income areas throughout New Jersey. The limited liability company also received an equity investment from a private corporation. The limited liability company then invested the combined proceeds in the community development entity, which was awarded an allocation in Federal tax credits under the New Markets Tax Credit Program.

During 2007, the Authority made two additional New Markets commitments. On September 24, 2007, the Authority facilitated a transaction in which \$3,500,000 in credits were allocated (no Authority funds were utilized). On September 26, 2007, the Authority loaned \$20,296,000 to another limited liability company with terms similar to the first transaction.

During 2008, the Authority closed three additional New Markets commitments. A total of \$37,000,000 in credits were allocated (no Authority funds were utilized).

In 2009, one New Markets commitment was closed. A total of \$12,419,151 in credits were allocated (no Authority funds were utilized).

As part of the seven agreements, the private corporate investors will claim the Federal tax credits in exchange for their investments. Claiming these credits carries the risk of recapture, whereby an event occurs that would negate the credit taken, causing it to be returned with interest. Based on the agreements between the Authority and the respective limited liability companies, the Authority will provide a guaranty to the private corporate investors against adverse consequences caused by a recapture event. As of December 31, 2009, the aggregate exposure to the Authority for all of the seven transactions described above is \$47,328,509. The Authority has determined the likelihood of paying on the guaranty, at this time, is remote.

#### **Note 12: Litigation**

The Authority is involved in several lawsuits that, in the opinion of the management of the Authority, will not have a material effect on the accompanying financial statements.

#### **Note 13: Employee Benefits**

##### **(a) Public Employees Retirement System of New Jersey (“PERS”)**

The Authority’s employees participate in the PERS, a cost sharing multiple-employer defined benefit plan administered by the State. The Authority’s contribution is based upon an actuarial computation performed by the PERS. Pursuant to the Pension Security Legislation Act of 1997, the issuance of bonds permitted the pension benefit obligation to be fully funded from 1998 to 2004. Beginning in 2005, the Authority was assessed a portion of its normal contribution, which increased each year until 2009, when 100% of the normal contribution was assessed, and for each year thereafter. For the years ending December 31, 2009 and 2008, the Authority was assessed \$743,700 and \$549,444, or 100% and 80% of its normal contribution, respectively. Employees of the Authority are required to participate in the PERS and contribute 5% of their annual compensation. The payroll for employees covered by PERS for the years ending December 31, 2009 and 2008 was \$15,474,849 and \$11,114,716, respectively.

The general formula for annual retirement benefits is the final average salary divided by 55, times the employee’s years of service. Pension benefits fully vest upon reaching 10 years of credited service. Members are eligible for retirement at age 60 with no minimum years of service required. Members who have 25 years or more of credited service may select early retirement without penalty at or after age 55 and receive full retirement benefits. The PERS also provides death and disability benefits. All benefits are established by State statute.

The State of New Jersey, Department of the Treasury, Division of Pension and Benefits, issues publicly available financial reports that include the financial statements and required supplementary information for the PERS. The financial reports may be obtained by writing to the State of New Jersey, Department of the Treasury, Division of Pension and Benefits, P.O. Box 295, Trenton, New Jersey, 08625-0295.

**(b) Postemployment Health Care and Insurance Benefits**

The Authority sponsors a single employer postemployment benefits plan that provides benefits in accordance with State statute, through the State Health Benefits Bureau, to its retirees having 25 years or more of service in the PERS and are at least 47 years of age or to employees approved for disability retirement. Health benefits and prescription benefits provided by the plan are at no cost to the retiree. Upon turning 65 years of age, a retiree must utilize Medicare as their primary coverage, with State Health Benefits providing supplemental coverage. In addition, life insurance is provided at no cost to the Authority and the retiree in an amount equal to 3/16 of their average salary during the final 12 months of active employment.

Pursuant to GASB Statement No. 45 ("GASB 45"), *Accounting & Financial Reporting by Employers for Postemployment Benefits Other Than Pensions*, the Authority obtained an actuarially determined calculation for this obligation, and has established and funded a trustee administered account to meet it.

The Authority's annual other postemployment benefits ("OPEB") cost for the plan is calculated based on the annual required contribution of the employer (ARC), an amount actuarially determined in accordance with the parameters of GASB 45. This represents a level of funding that, if paid on an ongoing basis, is projected to cover normal cost each year, and to amortize any unfunded actuarial accrued liability (UAAL) or excess over a period not to exceed 30 years. The Authority elected to amortize the UAAL over one year in 2006. The Authority's annual OPEB cost for the years ended December 31, 2009 and 2008, and the related information for the Plan are as follows (dollar amounts in thousands):

	<u>2009</u>	<u>2008</u>
Annual required contribution (ARC)	\$3,666	\$633
Contributions made	<u>3,990</u>	<u>4,528</u>
(Increase) in net OPEB obligation	(324)	(3,895)
Net OPEB Obligation - beginning of year	<u>324</u>	<u>4,219</u>
Net OPEB Obligation - end of year	<u>\$0</u>	<u>\$324</u>

The Authority's annual OPEB cost, the percentage of annual OPEB cost contributed to the Plan and the net OPEB obligation for fiscal years 2009, 2008 and 2007 are as follows (dollar amounts in thousands):

Fiscal Year Ended	Annual OPEB Cost	Percentage of Annual OPEB Cost Contributed	Net OPEB Obligation
12/31/09	\$3,666	100.0%	\$0
12/31/08	\$633	100.0%	\$324
12/31/07	\$634	100.0%	\$4,219

As of December 31, 2009, the actuarial accrued liability for benefits was \$16,298,519, none of which was unfunded. The covered payroll (annual payroll of active employees covered by the plan) was \$13,212,564, and the ratio of unfunded actuarial accrued liability to the covered payroll was 0%.

To fund its OPEB obligation, the Authority has set aside monies (plan assets) in a bank account administered by a Trustee. As of December 31, 2009, the balance was \$17,101,900 and interest earnings on the account were \$91,573 in 2009. The plan assets are valued at fair value.

Actuarial valuations of an ongoing plan involve estimates and assumptions about the probability of occurrence of future events, such as employment, mortality, and healthcare costs. Amounts determined regarding the funded status of the plan and the annual required contributions of the Authority are subject to continual revision as actual results are compared with past expectations and new estimates are made regarding the future. The required schedule of funding progress presented as required supplementary information provides multiyear trend information that shows whether the actuarial value of plan assets is increasing or decreasing over time relative to the actuarial accrued liabilities for benefits.

*Actuarial Methods and Assumptions.* Projections of benefits for financial reporting purposes are based on the substantive plan (the plan as understood by the employer and plan members) and include the types of benefits provided at the time of each valuation and the historical pattern of benefit cost sharing between the employer and plan members to that point. The actuarial methods and assumptions used include techniques that are designed to reduce short-term volatility in actuarial accrued liabilities and the actuarial value of assets, consistent with the long-term perspective of the calculations.

For the January 1, 2009, actuarial valuation the projected unit credit actuarial cost method was used. In this method benefits are attributed from date of hire to the date of decrement. In the actuarial assumptions the investment return on plan assets was projected at an annual rate of 4%. The healthcare cost trend assumed in the actuarial valuation includes an initial annual healthcare cost trend rate of 9% annually, decreasing by 1% per year to an ultimate rate of 5% effective 2013 and thereafter. Both rates include a 4% inflation assumption.

## Required Supplemental Information

*Funding Status and Funding Progress.* The funding status of the plan as of December 31, 2009, (based on 1/1/09 valuation date), and the preceding actuarial valuation date of 1/1/06, are as follows:

	<u>2009</u>	<u>2006</u>
Actuarial accrued liability (AAL)	\$16,298,519	\$12,656,316
Actuarial value of plan assets	<u>17,101,900</u>	<u>                    </u>
Unfunded actuarial accrued (asset)/liability (UAAL)	<u>(\$803,381)</u>	<u>\$12,656,316</u>
Funded ratio (actuarial value of plan assets/AAL)	104.9%	0%
Covered payroll (active plan members)	\$13,212,564	\$8,596,556
UAAL as a percentage of covered payroll	0%	147.2%

### Note 14: Compensated Absences

In accordance with GASB Statement No. 16, *Accounting for Compensated Absences*, the Authority recorded current liabilities in the amount of \$753,567 and \$713,250 as of December 31, 2009 and 2008, respectively. The liability as of the balance sheet date is the value of employee accrued vacation time and vested estimated sick leave benefits that are probable of payment to employees upon retirement. The vested sick leave benefit to retirees for unused accumulated sick leave is calculated at the lesser of ½ the value of earned time or \$15,000. The payment of sick leave benefits, prior to retirement, is dependent on the occurrence of sickness as defined by Authority policy; therefore, such non-vested benefits are not accrued.

### Subsequent Events

On January 20, 2010, the Authority purchased a surface parking lot, located at the intersection of Barnes and Bank Streets, in Trenton, New Jersey, for the sum of \$2,080,239. The lot, which consists of 180 parking spaces is used by Authority employees during normal business hours, and was previously leased by the Authority for the same purpose.

Management has evaluated subsequent events that occurred after the balance sheet date but before March 22, 2010, the date the financial statements were available to be issued. No items other than the matter above were determined by management to require disclosure.

## **II. Government Auditing Standards Section**

INDEPENDENT AUDITORS' REPORT ON INTERNAL CONTROL OVER  
FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS  
BASED ON AN AUDIT OF FINANCIAL STATEMENTS PERFORMED IN  
ACCORDANCE WITH *GOVERNMENT AUDITING STANDARDS*

Members of the Authority  
New Jersey Economic Development Authority

We have audited the financial statements of New Jersey Economic Development Authority (the "Authority"), a component unit of the State of New Jersey, as of and for the year ended December 31, 2009, and have issued our report thereon dated March 22, 2010. We conducted our audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States.

Internal Control Over Financial Reporting

In planning and performing our audit, we considered the Authority's internal control over financial reporting as a basis for designing our auditing procedures for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Authority's internal control over financial reporting. Accordingly, we do not express an opinion on the effectiveness of the Authority's internal control over financial reporting.

A deficiency in internal control over financial reporting exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent or detect and correct misstatements on a timely basis. A material weakness is a deficiency, or combination of deficiencies, in internal control over financial reporting, such that there is a reasonable possibility that a material misstatement of the financial statements will not be prevented or detected and corrected on a timely basis. A significant deficiency is a deficiency, or a combination of deficiencies, in internal control over financial reporting that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

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INDEPENDENT AUDITORS' REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS BASED ON AN AUDIT OF FINANCIAL STATEMENTS PERFORMED IN ACCORDANCE WITH *GOVERNMENT AUDITING STANDARDS* (CONTINUED)

Internal Control Over Financial Reporting (Continued)

Our consideration of internal control over financial reporting was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be deficiencies, significant deficiencies, or material weaknesses. We did not identify any deficiencies in internal control over financial reporting that we consider to be material weaknesses, as defined above.

Compliance and Other Matters

As part of obtaining reasonable assurance about whether the Authority's financial statements are free of material misstatement, we performed tests of its compliance with certain provisions of laws, regulations and contracts, noncompliance with which could have a direct and material effect on the determination of financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

This report is intended solely for the information and use of the Members of the Authority, management, others within the Authority, and federal awarding agencies and is not intended to be and should not be used by anyone other than these specified parties.

*Mercader, PC*  
*Certified Public Accountants*  
March 22, 2010

### **III. OMB Circular A-133 Section**

NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY  
 SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS  
 YEAR ENDED DECEMBER 31, 2009

Federal Grant No. (award)	Federal Program	CFDA	Grant Period		CFDA	Grant		Expenditures		Total Cumulative	
			FROM	TO		Federal Share	Grantee Share	Federal Share	Grantee Share	Expenditures to December 31, 2009	Expenditures to December 31, 2009
*01-19-01468	Economic Development Administration Public Works and Economic Development Act of 1965, Title IX (OKONITE RLP)	11.300	5/26/76	Indefinite	11.300	\$ 13,000,000	\$ -	\$ 2,218,314	\$ -	\$ 59,605,149	(1) \$ -
01-19-01825	Economic Development Administration Public Works and Economic Development Act of 1965, Title IX (TITLE IX RLP)	11.300	9/29/78	Indefinite	11.300	2,658,500	5,300,000	-	-	11,467,050	(2) 22,879,135
01-19-01825-01	Economic Development Administration Public Works and Economic Development Act of 1965, Title IX (NYSR&WRXR RLP)	11.300	9/29/81	Indefinite	11.300	2,500,000	-	-	-	5,437,417	(3) -
01-19-02464-01	Economic Development Administration Public Works and Economic Development Act of 1965, Title IX (HYCL RLP)	11.300	11/30/83	Indefinite	11.300	3,000,000	1,000,000	45,000	15,000	9,130,259	(4) 3,043,420
DE-EE0000258	United States Department of Energy American Recovery and Reinvestment Act (ARRA) of 2009, Subrecipient Under NJ Board of Public Utilities	81.041	8/25/09	4/30/12	81.041	15,000,000	-	-	-	-	-
01-01-08448	Economic Development Administration Public Works Grant Camden Technology Campus Construction	11.300	9/15/09	3/21/12	11.300	1,500,000	1,500,000	-	-	-	-
	Total					\$ 37,658,500	\$ 7,800,000	\$ 2,263,314	\$ 15,000	\$ 85,639,875	\$ 25,922,555

(1) After the initial award of \$13,000,000, subsequent loans were reprogrammed from the initial award in the amount of \$46,605,149, of which \$2,218,314 was reprogrammed during 2009.  
 (2) Guarantee payment and loans from the initial award were \$1,290,140 and \$1,368,360, respectively. After the initial award, subsequent guarantee payments were reprogrammed to the initial award in the amount of \$14,795,218, of which no funds were reprogrammed for guarantee payments during 2009; loans reprogrammed from the initial award were \$16,892,467; none of which were reprogrammed during 2009.  
 (3) After the initial award of \$2,500,000, subsequent loans were reprogrammed from the initial award in the amount of \$2,937,417; none of which was reprogrammed during 2009.  
 (4) After the initial award of \$4,000,000 (\$3,000,000 federal and state, respectively), subsequent loans were reprogrammed from the initial award in the amount of \$8,173,679; of which \$60,000 was reprogrammed during 2009.

\*Denotes major program.

See Note to Schedule of Expenditures of Federal Awards.

New Jersey Economic Development Authority

Schedule of Findings and Questioned Costs

Year Ended December 31, 2009

**Section I – Summary of Auditors’ Results**

*Financial Statements*

Type of auditors' report issued: unqualified

Internal control over financial reporting:

- Material weaknesses identified? \_\_\_\_\_ yes      X   no
- Significant deficiencies identified that are not considered to be material weaknesses? \_\_\_\_\_ yes      X   none reported
- Noncompliance material to financial statements noted? \_\_\_\_\_ yes      X   no

*Federal Awards*

Internal control over major programs:

- Material weaknesses identified? \_\_\_\_\_ yes      X   no
- Significant deficiencies identified that are not considered to be material weaknesses? \_\_\_\_\_ yes      X   none reported

Type of auditors' report issued on compliance for major programs: unqualified

Any audit findings disclosed that are required to be reported in accordance with section 510(a) of Circular A-133? \_\_\_\_\_ yes      X   no

Identification of major programs:

<i>CFDA Number</i>	<i>Name of Federal Program</i>
11.300	Grants for Public Works and Economic Development Act of 1965

Dollar threshold used to distinguish between type A and type B programs: \$   300,000  

Auditee qualified as low-risk auditee?   X   yes    \_\_\_\_\_ no

**Section II - Financial Statement Findings**

None

**Section III - Federal Award Findings and Questioned Costs**

None

New Jersey Economic Development Authority

Notes to Schedule of Expenditures of Federal Awards

Year Ended December 31, 2009

**1. Organization and Basis of Presentation**

**Organization**

The New Jersey Economic Development Authority (the "Authority"), a component unit of the State of New Jersey, is the recipient of various federal grant funds from the United States Department of Commerce. Except for the Federal Grants revolving loan account, all grant and program cash funds are commingled with the Authority's other funds, although each grant is accounted for separately within the Authority's financial records.

**Basis of Accounting**

The Authority's federal grants are presented on the accrual basis of accounting.

**Grantee Contributions**

Grantee contributions are required for certain grants, which provide technical assistance to trade-impacted firms within the state. The grantee share is provided from the firm's share of cost of technical assistance and from in-kind payroll costs attributable to administration of the grant.

**Cumulative Expenditures per Federal Financial Reports**

Cumulative expenditures, as reported on the accompanying schedule of federal awards, reflect the sum of all expenditures reported to the grant funding agency from the inception of the grant to December 31, 2009.

**2. Contingencies**

Each of the grantor agencies reserves the right to conduct additional audits of the Authority's grant programs for economy, efficiency and program results. However, Authority management does not believe such audits would result in material amounts of disallowed costs.

INDEPENDENT AUDITORS' REPORT ON COMPLIANCE WITH  
REQUIREMENTS APPLICABLE TO EACH MAJOR PROGRAM AND ON  
INTERNAL CONTROL OVER COMPLIANCE IN ACCORDANCE WITH  
FEDERAL OMB CIRCULAR A-133 AND NEW JERSEY OMB CIRCULAR  
LETTER 04-04

Members of the Authority  
New Jersey Economic Development Authority

Compliance

We have audited the compliance of New Jersey Economic Development Authority (the "Authority") with the types of compliance requirements described in the U.S. Office of Management and Budget ("OMB") Circular A-133 Compliance Supplement that are applicable to its major federal program for the year ended December 31, 2009. The Authority's major federal program is identified in the "Summary of Auditors' Results" section of the accompanying schedule of findings and questioned costs. Compliance with the requirements of laws, regulations, contracts and grants applicable to its major federal program is the responsibility of the Authority's management. Our responsibility is to express an opinion on the Authority's compliance based on our audit.

We conducted our audit of compliance in accordance with auditing standards generally accepted in the United States of America; the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States; OMB Circular A-133, *Audits of States, Local Governments, and Non-Profit Organizations*; and State of New Jersey Circular Letter 04-04-OMB ("Circular Letter 04-04-OMB"). Those standards, OMB Circular A-133 and Circular Letter 04-04-OMB require that we plan and perform the audit to obtain reasonable assurance about whether noncompliance with the types of compliance requirements referred to above that could have a direct and material effect on a major federal program occurred. An audit includes examining, on a test basis, evidence about the Authority's compliance with those requirements and performing such other procedures as we considered necessary in the circumstances. We believe that our audit provides a reasonable basis for our opinion. Our audit does not provide a legal determination of the Authority's compliance with those requirements.

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INDEPENDENT AUDITORS' REPORT ON COMPLIANCE WITH REQUIREMENTS  
APPLICABLE TO EACH MAJOR PROGRAM AND ON INTERNAL CONTROL OVER  
COMPLIANCE IN ACCORDANCE WITH FEDERAL OMB CIRCULAR A-133  
AND NEW JERSEY OMB CIRCULAR LETTER 04-04 (CONTINUED)

Compliance (Continued)

In our opinion, the Authority complied, in all material respects, with the requirements referred to above that are applicable to its major federal program for the year ended December 31, 2009.

Internal Control Over Compliance

The management of the Authority is responsible for establishing and maintaining effective internal control over compliance with the requirements of laws, regulations, contracts and grants applicable to federal programs. In planning and performing our audit, we considered the Authority's internal control over compliance with requirements that could have a direct and material effect on a major federal program in order to determine our auditing procedures for the purpose of expressing our opinion on compliance, but not for the purpose of expressing an opinion on the effectiveness of internal control over compliance. Accordingly, we do not express an opinion on the effectiveness of the Authority's internal control over compliance.

A deficiency in an entity's internal control over compliance exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent or detect and correct noncompliance with a type of compliance requirement of a federal program on a timely basis. A material weakness is a deficiency, or combination of deficiencies, in internal control over compliance, such that there is a reasonable possibility that material noncompliance with a type of compliance requirement of a federal program will not be prevented or detected and corrected on a timely basis. A significant deficiency is a deficiency, or a combination of deficiencies, in internal control over compliance that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Our consideration of the internal control over compliance was for the limited purpose described in the first paragraph of this section and would not necessarily identify all deficiencies in the internal control that might be deficiencies, significant deficiencies, or material weaknesses. We did not identify any deficiencies in internal control over compliance that we consider to be material weaknesses, as defined above.

This report is intended solely for the information and use of the Members of the Authority, management, others within the Authority, and federal awarding agencies, and is not intended to be and should not be used by anyone other than those specified parties.

*Mercaderes, P.C.*  
*Certified Public Accountants*

March 22, 2010

ATLANTIC COUNTY						
Project Name	Municipality	Proj Type	Est New Jobs	Financing Amt	Program Type	Total Proj Cost
1602 New Road, LLC	Northfield City	SV	5	\$104,000	BGF	\$524,425
AC Beach Normandy Ventures LLC	Atlantic City	CM	0	\$3,000,000	DIR	\$0
ACLS Pleasantville, Inc.	Pleasantville City	CM	45	\$575,414	DIR	\$1,150,828
William Gregory	Egg Harbor Township	SR	0	\$3,187	HAZ	\$13,247
Township of Buena Vista (Milmay Garage)	Buena Vista Township	SR	0	\$74,895	HSM	\$87,235
G Boys Excavating Inc.	Hammonton Township	CT	4	\$175,000	MSL	\$710,875
2 South Main, LLC	Pleasantville City	SV	0	\$828,168	MST	\$1,120,993
AC Beach Normandy Ventures LLC	Atlantic City	CM	502	\$4,200,000	NMT	\$120,083,350
Comar, Inc.	Buena Borough	MF	2	\$7,000,000	SAB	\$7,436,511
G Boys Excavating Inc.	Hammonton Township	CT	0	\$140,000	SLP	\$0
<b>10 projects</b>			<b>558</b>	<b>\$16,100,664</b>		<b>\$131,127,464</b>

BERGEN COUNTY						
Project Name	Municipality	Proj Type	Est New Jobs	Financing Amt	Program Type	Total Proj Cost
Eight O'Clock Coffee Company	Montvale Borough	MF	32	\$680,240	BEP	\$1,530,000
Jaguar Land Rover North America, LLC	Mahwah Township	CM	65	\$1,732,981	BEP	\$1,650,000
Nephros, Inc.	River Edge Borough	RD	14	\$700,000	BEP	\$149,000
Sempraе Laboratories, Inc.	Saddle Brook Township	TC	10	\$220,100	BEP	\$9,500,000
Interfashion Cosmetics Corp.	Teterboro Borough	MF	20	\$250,000	BGF	\$507,500
J&W Group Realty Corp., Interfashion Cosmetics Corp, and Pantina Cosmetics, Inc.	Teterboro Borough	MF	20	\$375,000	BGF	\$1,511,125
Lemco Realty Limited Liability Company and Industrial Machine Corp.	Edgewater Borough	MF	0	\$175,000	BGF	\$1,006,200
Naftali Millinery LLC	Teaneck Township	MF	6	\$187,500	BGF	\$783,937
Naftali Millinery LLC	Teaneck Township	MF	6	\$28,800	BGF	\$130,470
SAV Eatery LLC	Lodi Borough	SV	10	\$196,000	DIR	\$244,100
Wyckoff Cleaners, Inc.	Wyckoff Township	SR	0	\$23,903	HAZ	\$98,500
Borough of Closter (Super Value, Inc.)	Closter Borough	SR	0	\$6,600	HSM	\$7,100
Borough of Northvale (Deluxe Dry Cleaners)	Northvale Borough	SR	0	\$399,300	HSM	\$399,800
Borough of Northvale (Former Tect/Danzig Site)	Northvale Borough	SR	0	\$25,349	HSM	\$25,849
City of Hackensack (Odyssey Body Works)	Hackensack	SR	0	\$82,192	HSM	\$82,692
29 Ash Realty LLC	Ridgefield Park Village	MF	0	\$1,000,000	MST	\$6,043,000
Bylada Foods, LLC	Moonachie Borough	MF	3	\$114,750	MST	\$545,000
SWIFT ELECTRICAL SUPPLY CO., INC	Teterboro Borough	DS	0	\$750,000	MST	\$758,500
Star Soap/Star Candle/Prayer Candle Co., LLC	Ridgefield Park Village	MF	0	\$500,000	MST	\$5,725,000
4 Over, Inc.	Moonachie Borough	MF	50	\$3,049,790	SAB	\$4,079,970
ADJ Realty New Jersey, LLC	Teterboro Borough	MF	55	\$3,250,000	SAB	\$6,960,000
Arc of Bergen and Passaic Counties, Inc., The	Single County - Multi City	NP	6	\$1,480,000	SAB	\$3,184,000
Moriah School of Englewood, The	Englewood City	NP	2	\$5,500,000	SAB	\$5,510,000
Tribeca Oven, Inc.	Carlstadt Borough	MF	20	\$6,000,000	SAB	\$6,487,500
1 Raritan Road Realty LLC	Oakland Borough	SV	15	\$750,000	SLP	\$6,251,250
2 Bergen Turnpike LLC	Ridgefield Park Village	DS	75	\$950,000	SLP	\$4,216,500
Aiello Realty Holding, LLC	Garfield City	MF	5	\$759,500	SLP	\$2,178,800
Sempraе Laboratories, Inc.	Saddle Brook Township	TC	9	\$1,000,000	TEC	\$9,500,000
X-Factor Communications, LLC	South Hackensack Township	TC	93	\$500,000	TEC	\$505,000
<b>29 projects</b>			<b>516</b>	<b>\$30,687,005</b>		<b>\$79,570,793</b>

BURLINGTON COUNTY						
Project Name	Municipality	Proj Type	Est New Jobs	Financing Amt	Program Type	Total Proj Cost
TD Bank, National Association	Mount Laurel Township	OF	250	\$2,587,812	BEP	\$15,000,000
AJP Properties LLC and J&A Party Rentals Inc	Mount Holly Township	SV	7	\$306,000	BGF	\$630,600
Highway Tire Distributors, Inc., and Tire Girl Limited Liability Corporation	Mount Holly Township	SV	7	\$191,250	BGF	\$850,000
Neta Scientific Properties Limited Liability company	Hainesport Township	WS	6	\$139,150	BGF	\$755,000
SWS Tire & Auto Services, LLC and FPS Properties,L	Southampton Township	RT	6	\$146,250	BGF	\$654,906
Watt Electric, Inc.	Southampton Township	CT	2	\$27,250	BGF	\$137,000
City of Burlington (Aqua Lane Redevelopment Area)	Burlington City	SR	0	\$64,625	HSM	\$123,875
Township of Mount Holly (Former Holly Chemical)	Mount Holly Township	SR	0	\$84,406	HSM	\$84,906
Township of Mount Holly (Frm. Regal Custom Fixtures)	Mount Holly Township	SR	0	\$41,117	HSM	\$41,617
Township of Southampton (Former Stokes Cannery)	Southampton Township	SR	0	\$120,114	HSM	\$120,614
3211 Route 38 LLC	Mount Laurel Township	RT	0	\$211,000	MST	\$1,547,250
GlobalPrint Systems, Inc.	Evesham Township	TC	12	\$446,000	TEC	\$712,000
TimeSight Systems, Inc.	Mount Laurel Township	TC	58	\$1,000,000	TEC	\$1,010,000
<b>13 projects</b>			<b>348</b>	<b>\$5,364,974</b>		<b>\$21,667,768</b>

CAMDEN COUNTY						
Project Name	Municipality	Proj Type	Est New Jobs	Financing Amt	Program Type	Total Proj Cost
1401 West Chapel LLC and Metro Public Adustment, Inc.	Cherry Hill Township	SV	24	\$85,000	BGF	\$428,950
American Biker Image Inc. and Keystone Enterprises	Berlin Township	RT	5	\$233,750	BGF	\$557,669
Bright Lights USA, Inc.	Barrington Borough	MF	0	\$77,000	BGF	\$345,650
Deli On the Go Realty, LLC and Deli on the Go, Inc	Cherry Hill Township	WS	5	\$137,500	BGF	\$555,263
Ellis Real Estate Holdings LLC	Gloucester City	SV	4	\$95,570	BGF	\$386,494
Fibbiano Associates, LLC	Berlin Township	DS	15	\$281,250	BGF	\$1,258,281
Kashius Anthony Limited Liability Company	Brooklawn Borough	WS	3	\$88,750	BGF	\$364,169
Koch Financial Group, LLC	Collingswood Borough	SV	4	\$200,000	BGF	\$426,825
Michael Guggino & Guggino Associates LLC	Cherry Hill Township	SV	2	\$56,750	BGF	\$230,200
Noonan Industries LLC	Berlin Township	RT	3	\$29,000	BGF	\$146,975
Noonan Industries LLC	Berlin Township	DS	4	\$73,000	BGF	\$345,500
Pedano and Trost LLC and Aures and Galey HVAC Services Corporation	Berlin Township	SV	3	\$53,000	BGF	\$215,150
Severino Pasta Manufacturing Company Inc.	Haddon Township	MF	2	\$50,000	BGF	\$203,075
VSI Properties, LLC and Vacuum Sales, Inc.	Lindenwold Borough	RT	2	\$68,750	BGF	\$278,544
Cooperative Business Assistance Corporation	Camden	NP	30	\$500,000	CED	\$503,000
Old Pike Investments LLC	Winslow Township	MF	0	\$510,000	DIR	\$1,230,000
808 Market Street Associates, LLC	Camden	CM	4	\$20,000	ERB	\$43,500
ABR Consultants, LLC	Camden	SV	7	\$24,172	ERB	\$109,040
Camden Redevelopment Agency (North Camden Infrastructure)	Camden	IN	0	\$110,000	ERB	\$110,000
Camden Redevelopment Agency (River Road Affordable Housing)	Camden	NP	5	\$2,300,140	ERB	\$34,908,832

CAMDEN COUNTY (cont.)						
Project Name	Municipality	Proj Type	Est New Jobs	Financing Amt	Program Type	Total Proj Cost
Fair Share Northgate II Associates, LP or designee (Northgate II, Camden)	Camden	HS	0	\$631,725	ERB	\$0
Fair Share Northgate II Associates, LP or designee (Northgate II, Camden)	Camden	HS	0	\$603,000	ERB	\$2,440,000
JAE Enterprises, Inc.	Camden	SV	16	\$36,009	ERB	\$360,594
Logan Enterprises, LLC d/b/a Rita's Water Ice	Camden	RT	2	\$27,460	ERB	\$362,472
Loida Development Center, LLC	Camden	DC	4	\$39,000	ERB	\$156,000
Market Fair Urban Renewal Associates, L.P.	Camden	HS	1	\$3,000,000	ERB	\$4,500,000
Pride Tempered Glass Products, LLC	Camden	MF	9	\$116,000	ERB	\$116,017
Respond, Inc.	Camden	NP	20	\$1,000,000	ERB	\$2,376,795
River Hayes Urban Renewal Associates I, L.P.	Camden	IN	0	\$900,000	ERB	\$18,572,978
Standard Merchandising Co.	Camden	MF	0	\$20,000	ERB	\$80,889
Petrol Pump, LLC	Gloucester City	SV	2	\$140,000	GTE	\$359,437
Borough of Bellmawr (Bellmawr Landfill)	Bellmawr Borough	SR	0	\$1,821,700	HSM	\$2,067,262
Borough of Bellmawr (Bellmawr Landfill)	Bellmawr Borough	SR	0	\$1,965,330	HSM	\$2,620,940
Borough of Bellmawr (Bellmawr Landfill)	Bellmawr Borough	SR	0	\$1,135,291	HSM	\$1,514,221
Camden Redevelopment Agency (Former RCA Building 8)	Camden	SR	0	\$47,660	HSM	\$48,160
Camden Redevelopment Agency (Former RCA Building 8)	Camden	SR	0	\$1,886,431	HSM	\$2,341,806
Camden Redevelopment Agency (Sycamore Street Housing)	Camden	SR	0	\$186,753	HSM	\$357,028
City of Gloucester (Gloucester Titanium Site)	Gloucester Township	SR	0	\$434,025	HSM	\$477,928
Township of Haddon (Dy-Dee Wash Site)	Haddon Township	SR	0	\$24,839	HSM	\$25,339
Township of Haddon (Lahn Property)	Haddon Township	SR	0	\$158,129	HSM	\$158,629
Township of Haddon (Spadea Property)	Haddon Township	SR	0	\$88,092	HSM	\$88,592
Township of Voorhees (Cherry Hill Equipment Corp.)	Voorhees Township	SR	0	\$31,683	HSM	\$32,183
McKella 2-8-0 Inc, Digital Color Image, Inc and Citation Graphics	Pennsauken Township	MF	10	\$250,000	MSL	\$1,201,750
Boys & Girls Club of Camden County	Camden	NP	6	\$2,200,000	SAB	\$2,240,350
9255 Commerce LLC	Pennsauken Township	MF	5	\$1,050,000	SLP	\$2,101,825
Aries Realty Associates, LLC	Berlin Township	MF	1	\$350,000	SLP	\$882,500
CorFish Creative LLC	Collingswood Borough	RT	8	\$173,000	SLP	\$452,500
CorFish Creative LLC	Collingswood Borough	RT	0	\$27,000	SLP	\$0
Destination Imagination, Inc.	Cherry Hill Township	NP	11	\$495,000	SLP	\$994,000
FRS Carnegie Plaza, L.L.C.	Cherry Hill Township	SV	240	\$1,250,000	SLP	\$6,660,000
McKella 2-8-0 Inc, Digital Color Image, Inc and Citation Graphics	Pennsauken Township	MF	0	\$875,000	SLP	\$2,010,625
Biopicon Corporation	Camden	TC	11	\$200,000	TEC	\$450,000
mVisum, Inc.	Camden	TC	20	\$1,000,000	TEC	\$1,010,000
<b>53 projects</b>			<b>366</b>	<b>\$22,163,127</b>		<b>\$57,060,820</b>

CAPE MAY COUNTY						
Project Name	Municipality	Proj Type	Est New Jobs	Financing Amt	Program Type	Total Proj Cost
CMQV, LLC and Cape May Victorian Inns, Inc.	Cape May City	SV	10	\$500,000	BGF	\$2,013,750
Chibar Investments, LLC	Cape May City	SV	4	\$185,000	BGF	\$376,450
G&J Solutions, Inc. and 419 Madison, LLC	Woodbine Borough	MF	7	\$165,953	BGF	\$686,000
Nobioc Limited Liability Company	Ocean City City	SV	5	\$225,000	BGF	\$456,000
SPE Labrusciano LLC	West Cape May Borough	SV	7	\$151,000	BGF	\$609,025
Carol Walerski	Cape May Point Borough	SR	0	\$6,592	HAZ	\$26,868
Borough of Woodbine (Woodbine Hat Company)	Woodbine Borough	SR	0	\$39,433	HSM	\$39,933
Cape Counseling Services, Inc.	Middle Township	NP	3	\$1,300,000	SAB	\$1,949,500
<b>8 projects</b>			<b>36</b>	<b>\$2,572,978</b>		<b>\$6,157,526</b>

CUMBERLAND COUNTY						
Project Name	Municipality	Proj Type	Est New Jobs	Financing Amt	Program Type	Total Proj Cost
Tri-County Community Action Partnership (Prop. Southeast Gateway Plaza)	Bridgeton City	SR	0	\$112,710	HAZ	\$113,210
City of Vineland (Blackwater Industrial Park)	Vineland City	SR	0	\$63,222	HSM	\$63,722
City of Vineland (Cedarwood Drive Landfill)	Vineland City	SR	0	\$2,000	HSM	\$2,500
City of Vineland (Landis Theater/Mori Building)	Vineland City	SR	0	\$20,633	HSM	\$21,133
City of Vineland (U-Pull It/Recyclers, Inc.)	Vineland City	SR	0	\$115,023	HSM	\$124,083
City of Vineland (West Oak Road Site)	Vineland City	SR	0	\$68,967	HSM	\$69,467
NDS Technologies Inc.	Vineland City	MF	5	\$150,000	MSL	\$302,575
Landis Marketplace Urban Renewal, LLC	Vineland City	CM	50	\$5,619,151	NMT	\$0
Longfield Brothers L.L.C.	Vineland City	EX	15	\$7,000,000	SAB	\$7,400,000
1301 Forest Grove LLC	Vineland City	SV	10	\$700,000	SLP	\$1,618,250
<b>10 projects</b>			<b>80</b>	<b>\$13,851,706</b>		<b>\$9,714,940</b>

ESSEX COUNTY						
Project Name	Municipality	Proj Type	Est New Jobs	Financing Amt	Program Type	Total Proj Cost
CGC Genetics, Inc.	Newark	RD	15	\$102,713	BEP	\$100,000
ITT Space Systems, LLC	Bloomfield Township	MF	175	\$3,190,554	BEP	\$2,000,000
The Reinvestment Fund	Newark	NP	50	\$1,000,000	CED	\$1,010,500
SELECTED ARROW ENTERPRISES INC	Newark	SV	6	\$300,000	DIR	\$303,300
Estate of Michelle Maturro	Bloomfield Township	SR	0	\$10,358	HAZ	\$41,931
City of Newark (1700 McCarter Highway)	Newark	SR	0	\$54,973	HSM	\$55,473
City of Newark (501 and 503 Central Avenue)	Newark	SR	0	\$35,382	HSM	\$35,882
City of Newark (Downworld, Inc.)	Newark	SR	0	\$77,392	HSM	\$77,892
City of Newark (Former Duralac Facility)	Newark	SR	0	\$79,585	HSM	\$80,085
City of Newark (Former Stacor Corporation)	Newark	SR	0	\$88,316	HSM	\$88,816
City of Newark (Frm. Synfax Manufacturing)	Newark	SR	0	\$31,909	HSM	\$32,409
City of Newark (Internatl Metallurgical Svcs)	Newark	SR	0	\$158,187	HSM	\$158,687
West Ward Civic Cultural Educational Development A Association	Newark	NP	0	\$500,000	LDF	\$0
Fulcrum Facilities Services, LLC	Livingston Township	SV	5	\$125,000	MSL	\$254,875

ESSEX COUNTY (cont.)						
Project Name	Municipality	Proj Type	Est New Jobs	Financing Amt	Program Type	Total Proj Cost
Scandia Packaging Machinery	Fairfield Borough	MF	0	\$200,000	MSL	\$803,325
NSA Central Avenue, LLC	Newark	NP	27	\$16,480,000	SAB	\$28,013,026
ABC Sign Factory, LLC and DCI Signs and Awnings, Inc.	Newark	MF	0	\$258,000	SLP	\$1,105,000
Arlington Machine and Tool Company	Fairfield Borough	MF	20	\$153,962	SLP	\$463,135
Paramount Bakeries Inc. and Shraga Zabłudovsky and Linda Kiesel	Newark	MF	15	\$1,250,000	SLP	\$2,730,000
Evident Software Inc.	Newark	TC	21	\$1,000,000	TEC	\$2,200,000
The Talk Market, Inc.	Newark	TC	20	\$750,000	TEC	\$751,875
Urovalve, Inc.	Newark	TC	15	\$100,000	TEC	\$2,400,000
<b>22 projects</b>			<b>369</b>	<b>\$25,946,331</b>		<b>\$42,706,211</b>

GLOUCESTER COUNTY						
Project Name	Municipality	Proj Type	Est New Jobs	Financing Amt	Program Type	Total Proj Cost
F-2 Delsea Drive, LLC	Deptford Township	SV	3	\$60,000	BGF	\$243,325
Firepower EVR, Inc. and Robert Mortka	West Deptford Township	SV	2	\$78,750	BGF	\$318,794
Heaton, Joseph Sr. and Thermal Chek Inc.	Westville Borough	MF	6	\$141,635	BGF	\$583,437
Heritage Real Estate, LLC	Deptford Township	SV	3	\$61,250	BGF	\$249,313
MAGS Holding	Woolwich Township	SV	4	\$87,500	BGF	\$551,313
R & R Investments LLC and R Filderman and Sons d/b/a R & R Associates	Westville Borough	WS	3	\$60,625	BGF	\$245,841
Scoots Properties, LLC and Property Damage Restora dba SERVPRO	Westville Borough	SV	7	\$300,000	BGF	\$615,400
Shultes Inc. and A.C.S. & Sons, Inc.	West Deptford Township	SV	15	\$250,000	BGF	\$1,008,075
Chelten House Products, Inc.	Logan Township	MF	20	\$1,250,000	DIR	\$2,764,015
Borough of Glassboro (Former Glassboro Landfill)	Glassboro Borough	SR	0	\$69,381	HSM	\$69,881
Township of Mantua (4 various sites)	Single County - Multi City	SR	0	\$55,000	HSM	\$55,500
Imtek, LLC and Imtek of Illinois, Inc.	Logan Township	MF	6	\$150,000	MSL	\$306,000
Savona Foods LLC	West Deptford Township	SV	15	\$250,000	MSL	\$753,075
Imtek, LLC and Imtek of Illinois, Inc.	Logan Township	MF	0	\$131,250	MST	\$0
Maryville, Inc.	Monroe Township	NP	7	\$1,975,000	SAB	\$2,000,000
MCB, LLC	Woolwich Township	MF	30	\$1,250,000	SLP	\$4,200,000
<b>16 projects</b>			<b>121</b>	<b>\$6,170,391</b>		<b>\$13,963,969</b>

HUDSON COUNTY						
Project Name	Municipality	Proj Type	Est New Jobs	Financing Amt	Program Type	Total Proj Cost
AAF-McQuay Inc.	Jersey City	MF	40	\$1,945,500	BEP	\$5,500,000
ACE American Insurance Company and affiliates	Jersey City	CM	336	\$9,706,284	BEP	\$15,000,000
Arch Insurance Group Inc.	Jersey City	CM	280	\$9,596,755	BEP	\$12,800,000
Charter Atlantic Corp.	Jersey City	SV	30	\$424,440	BEP	\$1,360,000
Depository Trust & Clearing Corp. & affiliates	Jersey City	CM	1600	\$74,624,000	BEP	\$45,000,000
Ernst & Young U.S. LLP	Secaucus	CM	270	\$5,942,700	BEP	\$7,000,000
LaFrieda Wholesale Meats, Inc	North Bergen Township	WS	100	\$568,610	BEP	\$18,000,000
The MLB Network, LLC, The MLB Network, Inc. and Major League Baseball Properties, Inc.	Secaucus	CM	201	\$8,048,929	BEP	\$54,100,000
Pathways to Independence, Incorporated	Kearny Town	NP	5	\$250,000	CED	\$1,105,450

HUDSON COUNTY (cont.)						
Project Name	Municipality	Proj Type	Est New Jobs	Financing Amt	Program Type	Total Proj Cost
Hoboken Children's Academy II, LLC	Hoboken	DC	14	\$230,000	DIR	\$232,600
Harrison Redevelopment Agency (Spiegel Trucking, Inc.)	Harrison Town	SR	0	\$1,827,296	HSM	\$2,381,522
Jersey City Redevelopment Agency (Turnpike Dump #5)	Jersey City	SR	0	\$4,337,346	HSM	\$8,178,185
Jersey City Redevelopment Agency (Turnpike Dump #5)	Jersey City	SR	0	\$199,650	HSM	\$200,150
Jersey City Redevelopment Agency (Turnpike Dump #5)	Jersey City	SR	0	\$864,422	HSM	\$1,153,063
Cameron Bayonne Urban Renewal, LLC	Bayonne	RT	0	\$1,000,000	SGP	\$0
<b>15 projects</b>			<b>2876</b>	<b>\$119,565,932</b>		<b>\$172,010,970</b>

HUNTERDON COUNTY						
Project Name	Municipality	Proj Type	Est New Jobs	Financing Amt	Program Type	Total Proj Cost
Dey Pharma, L.P., Mylan Inc. and Affiliates	Bernards Township	OF	83	\$1,088,479	BEP	\$600,000
BGA Properties, LLC and Magna-Power Electronics, Crown Veterinary Specialists, LLC	Flemington Borough	MF	25	\$1,000,000	BGF	\$2,026,250
RHB Acquisition LLC	Lebanon Borough	SV	30	\$300,000	DIR	\$3,737,375
	Lambertville City	MF	2	\$250,000	DIR	\$252,800
<b>4 projects</b>			<b>140</b>	<b>\$2,638,479</b>		<b>\$6,616,425</b>

MERCER COUNTY						
Project Name	Municipality	Proj Type	Est New Jobs	Financing Amt	Program Type	Total Proj Cost
Princeton Fulfillment Solutions, LLC	Ewing Township	SV	550	\$1,078,000	BEP	\$2,200,000
Princeton Power Systems, Inc.	West Windsor Township	PC	40	\$435,000	BEP	\$3,800,000
MSG Financial Group Inc. and US Taxes, Inc.	Hamilton Township	SV	0	\$38,000	BGF	\$154,000
The Reinvestment Fund	Trenton	NP	200	\$3,000,000	CED	\$3,030,500
833 Cass Street, LLC	Trenton	SV	0	\$65,275	DIR	\$66,275
JMAC PROPERTIES LIMITED LIABILITY COMPANY	Hamilton Township	MF	4	\$175,000	DIR	\$260,950
LMT-Mercer Group, Inc.	Lawrence Township	MF	25	\$1,250,000	DIR	\$4,180,000
City of Trenton (Canal Plaza)	Trenton	SR	0	\$481,246	HSM	\$661,463
City of Trenton (Greenway Sites)	Trenton	SR	0	\$1,350,589	HSM	\$1,733,646
City of Trenton (MLK School/Jefferson School)	Trenton	SR	0	\$1,747,371	HSM	\$2,277,377
Township of West Windsor (West Windsor Twp. Muni G (West Windsor Twp Compost Fac.))	West Windsor Township	SR	0	\$59,484	HSM	\$59,984
Township of West Windsor (West Windsor Twp. Muni G (West Windsor Twp. Muni Garage))	West Windsor Township	SR	0	\$4,075	HSM	\$4,575
EASCO Shower Doors Company	Trenton	MF	6	\$1,700,000	SAB	\$2,215,000
Alphion Corporation	West Windsor Township	TC	20	\$1,000,000	TEC	\$1,010,000
Princeton Power Systems, Inc.	West Windsor Township	TC	25	\$750,000	TEC	\$2,750,000
<b>15 projects</b>			<b>870</b>	<b>\$13,134,040</b>		<b>\$24,403,770</b>

MIDDLESEX COUNTY						
Project Name	Municipality	Proj Type	Est New Jobs	Financing Amt	Program Type	Total Proj Cost
AustarPharma, LLC	Edison Township	MF	150	\$1,037,250	BEP	\$1,750,000
Direct Cabinet Sales, Inc.	South Brunswick Township	MF	27	\$67,108	BEP	\$682,880

MIDDLESEX COUNTY (cont.)						
Project Name	Municipality	Proj Type	Est New Jobs	Financing Amt	Program Type	Total Proj Cost
Eva Tees Inc.	Piscataway	WS	57	\$153,900	BEP	\$17,973,000
Integra LifeSciences Corporation	Plainsboro Township	TC	201	\$5,161,579	BEP	\$4,655,000
Mayab Happy Tacos, Inc.	Perth Amboy City	MF	45	\$189,000	BEP	\$2,925,000
Sun Pharmaceutical Industries, Inc.	Cranbury Township	TC	318	\$2,382,217	BEP	\$4,093,400
420 Perth Amboy Properties, LLC	Perth Amboy City	RH	10	\$750,000	CED	\$2,357,500
Direct Cabinet Sales Inc.	South Brunswick Township	MF	27	\$287,304	DIR	\$323,174
HHP Enterprises, LLC	Metuchen Borough	SV	10	\$200,000	DIR	\$400,000
ONB Holding Group Limited Liability Company	Piscataway	MF	0	\$1,250,000	DIR	\$0
Borough of Carteret (Carteret Discount Auto Parts)	Carteret Borough	SR	0	\$81,258	HSM	\$81,758
Borough of Carteret (Carteret Waterfront Develop)	Carteret Borough	SR	0	\$292,351	HSM	\$292,851
County of Middlesex (Former Red's Marina)	Highland Park Borough	SR	0	\$64,035	HSM	\$64,535
County of Middlesex (Former Red's Marina)	Highland Park Borough	SR	0	\$98,707	HSM	\$129,118
Sayreville Economic Redevelopment Agency (Former National Lead)	Sayreville Borough	SR	0	\$3,757,897	HSM	\$4,897,153
South Amboy Redevelopment Agency (Conrail Property)	South Amboy City	SR	0	\$215,677	HSM	\$216,177
South Amboy Redevelopment Agency (Spectreserve Property)	South Amboy City	SR	0	\$96,371	HSM	\$96,871
South Amboy Redevelopment Agency (W.A.S. Terminals, Inc.)	South Amboy City	SR	0	\$673,860	HSM	\$674,360
449 Blair Road Associates, LLC & Perth Amboy Tire, .	Woodbridge Township	MF	0	\$450,000	LDF	\$0
BMB PROPERTIES AND MANAGEMENT, LLC	New Brunswick City	TP	40	\$2,000,000	LDF	\$6,063,131
Jewish Renaissance Medical Center, Inc.	Perth Amboy City	SV	37	\$2,000,000	LDF	\$14,068,445
APCO Petroleum Corporation	South Brunswick Township	RT	22	\$1,000,000	MST	\$11,112,000
Greater Brunswick Charter School	New Brunswick City	NP	0	\$1,000,000	MST	\$0
Century Packaging, Inc.	East Brunswick Township	MF	7	\$2,535,000	SAB	\$2,645,000
Greater Brunswick Regional Charter School or related entity	New Brunswick City	NP	11	\$6,550,000	SAB	\$7,864,855
ONB Holding Group Limited Liability Company	Piscataway	MF	40	\$4,739,000	SAB	\$7,060,000
Parkway-Kew Corporation	North Brunswick Township	MF	10	\$300,000	SLP	\$1,811,000
Bluenog Corporation	Piscataway	TC	62	\$1,000,000	TEC	\$5,000,000
Aurobindo Pharma U.S.A., Inc.	South Brunswick Township	MF	50	\$534,721	BEP	\$15,820,000
<b>29 projects</b>			<b>1124</b>	<b>\$38,867,235</b>		<b>\$113,057,208</b>

MONMOUTH COUNTY						
Project Name	Municipality	Proj Type	Est New Jobs	Financing Amt	Program Type	Total Proj Cost
600 River Road, LLC	Rumson Borough	SV	4	\$62,500	BGF	\$653,000
Atlantic Cardiology LLC and Atlantic Cardiac Realty LLC	Neptune Township	OF	20	\$1,000,000	BGF	\$2,226,750
Atlantic Pediatric Dentistry, P.C and Safari Comm	Little Silver Borough	SV	4	\$68,750	BGF	\$358,544
Breast Imaging & Biopsy Specialists, LLC	West Long Branch Borough	SV	2	\$59,338	BGF	\$396,797
Colmen Realty, LLC	Holmdel Township	SV	9	\$113,250	BGF	\$457,081

MONMOUTH COUNTY (cont.)						
Project Name	Municipality	Proj Type	Est New Jobs	Financing Amt	Program Type	Total Proj Cost
JSN Corlies Real Estate, L.L.C.	Neptune Township	SV	6	\$78,750	BGF	\$364,850
MSG Financial Group Inc. and US Taxes, Inc.	Howell Township	SV	2	\$26,750	BGF	\$107,000
Silpit Industries, LLC and ACB Receivables Management, Inc.	Asbury Park City	SV	10	\$111,825	BGF	\$451,921
Thomas A. Iliadis & Freehold Grill Inc.	Freehold Township	SV	8	\$110,000	BGF	\$444,575
East Coast Panelboard, Inc.	Tinton Falls Borough	MF	0	\$1,000,000	DIR	\$0
SWP Real Estate, LLC	Tinton Falls Borough	MF	0	\$1,250,000	DIR	\$0
City Works West Lake, LLC (West Lake Avenue BDA)	Neptune Township	SR	0	\$48,106	HAZ	\$48,606
McConnell Realty Co	Atlantic Highlands Borough	SR	0	\$26,460	HAZ	\$99,125
Patricia A. Wolfer	Upper Freehold Township	SR	0	\$7,689	HAZ	\$30,956
Union Laboratories	Marlboro Township	SR	0	\$58,116	HAZ	\$5,783
Borough of Neptune City (East Coast Ice Company)	Neptune City Borough	SR	0	\$571,978	HSM	\$572,478
Township of Aberdeen (Frm. Matawan Boro Water Facil.)	Aberdeen Township	SR	0	\$60,874	HSM	\$61,374
Township of Aberdeen (South River Metal Products)	Aberdeen Township	SR	0	\$402,259	HSM	\$402,759
Township of Neptune (Shark River Municipal Marina)	Neptune Township	SR	0	\$44,883	HSM	\$45,383
Absolutely Energized Solar Electric, Inc.	Millstone Township	SV	7	\$250,000	MSL	\$803,000
East Coast Panelboard, Inc.	Tinton Falls Borough	MF	23	\$2,220,486	SAB	\$3,220,486
SWP Real Estate, LLC	Tinton Falls Borough	MF	0	\$6,550,000	SAB	\$10,391,200
<b>22 projects</b>			<b>95</b>	<b>\$14,122,014</b>		<b>\$21,141,668</b>

MORRIS COUNTY						
Project Name	Municipality	Proj Type	Est New Jobs	Financing Amt	Program Type	Total Proj Cost
Bausch & Lomb Incorporated	Madison Borough	TC	70	\$3,500,000	BEP	\$1,000,000
Five Middlebury Associates, LLC	Randolph Township	MF	0	\$700,000	DIR	\$0
Compact Power Inc.	Dover	TC	4	\$100,000	ERD	\$600,000
G & N Partnership	Roxbury Township	SR	0	\$204,399	HAZ	\$206,943
Zigmund Sulewski	Denville Township	SR	0	\$49,333	HAZ	\$197,832
Town of Boonton (Former Jersey Plating Co.)	Boonton Town	SR	0	\$128,772	HSM	\$129,272
Township of Hanover (Layton Property)	Hanover Township	SR	0	\$39,947	HSM	\$40,447
Five Middlebury Associates, LLC	Randolph Township	MF	25	\$2,800,000	SAB	\$4,760,000
<b>8 projects</b>			<b>99</b>	<b>\$7,522,451</b>		<b>\$6,934,494</b>

VARIOUS						
Project Name	Municipality	Proj Type	Est New Jobs	Financing Amt	Program Type	Total Proj Cost
Family Service of Burlington County, New Jersey	Statewide	NP	10	\$2,871,232	SAB	\$3,497,000
United Water New Jersey Inc.	Statewide	EX	4	\$65,000,000	SAB	\$106,050,640
<b>2 projects</b>			<b>14</b>	<b>\$67,871,232</b>		<b>\$109,547,640</b>

OCEAN COUNTY						
Project Name	Municipality	Proj Type	Est New Jobs	Financing Amt	Program Type	Total Proj Cost
Greener Corporation	Beachwood Borough	MF	0	\$91,575	BGF	\$411,039
JA Cissel Manufacturing Co. Inc.	Lakewood Township	MF	1	\$133,200	BGF	\$300,580
MSG Financial Group Inc. and US Taxes, Inc.	Lakewood Township	SV	5	\$65,000	BGF	\$262,000
P.A.B. Inc. and The Boat House Restaurant, Inc.	Beach Haven Borough	SV	5	\$191,250	BGF	\$387,500

OCEAN COUNTY (cont.)						
Project Name	Municipality	Proj Type	Est New Jobs	Financing Amt	Program Type	Total Proj Cost
Steven J. Pollack	Beachwood Borough	SV	4	\$101,000	BGF	\$408,350
Borough of Pine Beach (Former Admiral Farragut)	Pine Beach Borough	SR	0	\$64,303	HSM	\$64,803
Borough of Pine Beach (Frm Admiral Farragut Academy)	Pine Beach Borough	SR	0	\$39,930	HSM	\$40,430
Township of Plumsted (6 Main Street)	Plumsted Township	SR	0	\$10,153	HSM	\$10,653
Green Acres Manor, Inc., et al Flexabar Corporation, Flexdel Corporation, Flexabar- Aquatech Corporation and Rianda, Inc.	Dover Township	NH	0	\$1,000,000	MST	\$14,067,825
	Lakewood Township	MF	2	\$154,000	SLP	\$660,000
<b>10 projects</b>			<b>17</b>	<b>\$1,850,411</b>		<b>\$16,613,180</b>

PASSAIC COUNTY						
Project Name	Municipality	Proj Type	Est New Jobs	Financing Amt	Program Type	Total Proj Cost
Maquet Cardiovascular LLC and Maquet Cardiovascula Maquet Cardiovascular US Sales, LLC	Wayne Township	MF	350	\$3,901,625	BEP	\$45,075,000
Placko Signs, LLC and 681 Van Houten, LLC	Clifton City	MF	1	\$180,000	BGF	\$406,325
61-65 Passaic Properties, LLC	Passaic City	RH	10	\$750,000	CED	\$2,017,500
ILS GRAND LLC	Paterson	SV	25	\$615,000	DIR	\$1,693,900
Charles Capaci and Elois Capaci	Bloomingtondale Borough	SR	0	\$6,261	HAZ	\$25,543
Jewish Community Federation of Greater Clifton	Clifton City	SR	0	\$253,593	HAZ	\$484,632
City of Paterson (36-40 Straight Street)	Paterson	SR	0	\$36,109	HSM	\$36,609
City of Paterson (Apollo Dye House)	Paterson	SR	0	\$705,018	HSM	\$705,518
City of Paterson (Columbia Textile Mill)	Paterson	SR	0	\$90,938	HSM	\$91,438
City of Paterson (River Walk)	Paterson	SR	0	\$575,723	HSM	\$576,223
Passaic Family Head Start, Inc.	Passaic City	NP	4	\$250,000	LDF	\$915,000
Metro Packaging & Imaging, Inc. & Metro Imaging West, Inc.	Wayne Township	MF	0	\$350,000	MST	\$2,401,250
Montclair Avenue, LLC	Pompton Lakes Borough	SV	4	\$300,000	MST	\$1,456,000
Metro Packaging & Imaging, Inc. & Metro Imaging West, Inc.	Wayne Township	MF	12	\$1,084,000	SLP	\$2,269,250
Prestige Hospitality Services, LLC, and Prestige First Avenue Cleaning Corp, and 81 Saxon Avenue Corp, and Prestige 223 East LLC and SE 86 Holding Co.	Paterson	SV	50	\$375,000	SLP	\$751,825
<b>15 projects</b>			<b>456</b>	<b>\$9,473,267</b>		<b>\$58,906,013</b>

SALEM COUNTY						
Project Name	Municipality	Proj Type	Est New Jobs	Financing Amt	Program Type	Total Proj Cost
City of Salem (Tri County Oil)	Salem City	SR	0	\$178,152	HSM	\$178,652
Township of Carney's Point (A. Clemente Asphalt Plant)	Carneys Point Township	SR	0	\$24,092	HSM	\$24,592
<b>2 projects</b>			<b>0</b>	<b>\$202,244</b>		<b>\$203,244</b>

SOMERSET COUNTY						
Project Name	Municipality	Proj Type	Est New Jobs	Financing Amt	Program Type	Total Proj Cost
Axcan Pharma US, Inc.	Bridgewater Township	TC	26	\$579,072	BEP	\$1,323,000
ImClone Systems Incorporated and ImClone Systems C ImClone Systems Corporation	Branchburg Township	TC	907	\$32,363,676	BEP	\$191,571,469
Regeneron Pharmaceuticals, Inc.	Bridgewater Township	TC	20	\$471,219	BEP	\$291,000
inVentiv Health, Inc. and Subsidiaries	Franklin Township	TC	150	\$3,478,650	BEP	\$9,450,000
Mercy Transportation, Inc.	Franklin Township	TP	30	\$207,900	DIR	\$233,454
Borough of Somerville (Somerville Landfill)	Somerville Borough	SR	0	\$2,138,292	HSM	\$2,352,622
Township of Franklin (Onka Property)	Franklin Township	SR	0	\$75,802	HSM	\$76,302
Township of Montgomery (North Princeton Development)	Montgomery Township	SR	0	\$1,517,521	HSM	\$1,518,021
Duke Farms Foundation	Hillsborough Township	NP	5	\$55,000,000	SAB	\$60,000,000
Corporate Services Support Corp	Franklin Township	SV	10	\$106,000,000	SFF	\$398,487,828
<b>10 projects</b>			<b>1148</b>	<b>\$201,832,132</b>		<b>\$665,303,696</b>

SUSSEX COUNTY						
Project Name	Municipality	Proj Type	Est New Jobs	Financing Amt	Program Type	Total Proj Cost
Hosea Holdings II, L.L.C. and Schneider & Marquard Inc.	Newton Town	MF	18	\$500,000	BGF	\$1,414,325
<b>1 project</b>			<b>18</b>	<b>\$500,000</b>		<b>\$1,414,325</b>

UNION COUNTY						
Project Name	Municipality	Proj Type	Est New Jobs	Financing Amt	Program Type	Total Proj Cost
IPC Systems, Inc. & IPC Networks Services, Inc.	Berkeley Heights Township	TC	55	\$1,275,450	BEP	\$612,000
CarpetCycle, LLC	Elizabeth	RC	11	\$300,000	DIR	\$376,000
The Lofts at Garwood II, LLC	Garwood Borough	SR	0	\$40,270	HAZ	\$150,596
City of Linden (Linden Airport - Parcel C)	Linden City	SR	0	\$239,226	HSM	\$239,726
City of Linden (United Lacquer)	Linden City	SR	0	\$29,095	HSM	\$29,595
Hillside Township (6-8 Hoffman Place)	Hillside Township	SR	0	\$12,625	HSM	\$13,125
Rahway Redevelopment Agency (Elizabeth Avenue Site)	Rahway City	SR	0	\$507,621	HSM	\$508,121
Rahway Redevelopment Agency (Hamilton Laundry Site)	Rahway City	SR	0	\$544,137	HSM	\$544,637
Township of Cranford (Riverfront Redevelopment Area)	Cranford Township	SR	0	\$8,470	HSM	\$8,970
Duran & Pandos	Mountainside Borough	SV	2	\$75,000	MSL	\$153,325
Cavalier Properties LLC and Amikle Restaurant, Inc	Roselle Borough	SV	6	\$150,000	MST	\$601,750
Superior Powder Coating, Inc.	Elizabeth	MF	26	\$250,000	SLP	\$501,250
<b>12 projects</b>			<b>100</b>	<b>\$3,431,894</b>		<b>\$3,739,095</b>

WARREN COUNTY						
Project Name	Municipality	Proj Type	Est New Jobs	Financing Amt	Program Type	Total Proj Cost
Linde, Inc., Linde North America, Inc., Linde Ener Energy Services, Inc. and Affiliates	Greenwich Township	MF	166	\$1,139,175	BEP	\$3,000,000
845 Frelinghuysen LLC and James Alexander Corp.	Blairstown Township	MF	0	\$458,826	BGF	\$1,893,912

ALL COUNTIES						
308 projects			18990	\$1,214,328,647		\$3,171,263,467

**Technology Business Tax Certificate Transfer Program**  
**2009 List of Approved Sellers**

Company	Municipality	County
Advanced Cerametrics, Inc.	Lambertville	Hunterdon
	North	
Advaxis, Inc.	Brunswick	Middlesex
Aegerion Pharmaceuticals	Bridgewater	Somerset
Aereon Corporation	Princeton	Mercer
	North	
Aestus Therapeutics	Brunswick	Middlesex
Agile Therapeutics	Princeton	Mercer
Agilence	Camden	Camden
Akers Biosciences, Inc.	Thorofare	Gloucester
Alfacell Corporation	Somerset	Somerset
Alpion Corporation	Princeton	Mercer
American Beryllia	Haskell	Passaic
Angel Medical Systems	Shrewsbury	Monmouth
Antenna Software, Inc.	Jersey City	Hudson
Arno Therapeutics, Inc.	Parsippany	Morris
Avance Connections	Marlton	Burlington
Bigstring Corporation	Red Bank	Monmouth
Bioarray Solutions	Warren	Somerset
Bluenog Corporation	Piscataway	Middlesex
Cape Systems, Inc.	South Plainfield	Middlesex
Celator Pharmaceuticals	Princeton	Mercer
Chromis Fiberoptics	Waren	Somerset
Circuit.com, Inc.	Whippany	Morris
ClassLink, Inc.	Weehawken	Hudson
Columbia Laboratories	Livingston	Essex
Common Ground Recycling	Montague	Sussex
Connote Technologies	New Brunswick	Middlesex
Conolog Corporation	Somerville	Somerset
Corente, Inc.	East Brunswick	Middlesex
Critical-Links, Inc.	Fairfield	Essex
Cybershift	Parsippany	Morris
	Monmouth	
Cytosorbents, Inc.	Junction	Middlesex
Deltronic Crystal, Inc.	Dover	Morris
Eagle Pharmaceuticals	Woodcliff Lake	Bergen
Elusys Therapeutics, Inc.	Pine Brook	Morris
Enpiron Inc.	Bridgewater	Somerset
EPV Solar, Inc.	Robbinsville	Mercer
EversTV	Ft. Lee	Bergen
	Monmouth	
Exsar Corporation	Junction	Middlesex
Factor Systems, Inc.	Jamesburg	Middlesex
	Berkeley	
Genta, Inc.	Heights	Union
Healthcare Providers Direct	Stone Harbor	Cape May
Ikano Therapeutics	Saddle Brook	Bergen
Immunogenetics (IGI), Inc.	Buena	Atlantic
Immunomedics, Inc.	Morris Plains	Morris
Innovation Engineering, Inc.	Mount Laurel	Burlington
IntegriChain, Inc.	Princeton	Mercer
INTRRA, Inc.	Parsippany	Morris
Inventa Technologies, Inc.	Mount Laurel	Burlington
IVIVI Technologies, Inc.	Montvale	Bergen
iVoice Technology	Matawan	Monmouth
	Berkeley	
Kirusa, Inc.	Heights	Union
Knite, Inc.	Princeton	Mercer
Laser Energetics	Trenton	Mercer
Lux Biosciences, Inc.	Jersey City	Hudson
Majesco Entertainment	Edison	Middlesex

**Technology Business Tax Certificate Transfer Program**  
**2009 List of Approved Sellers (cont.)**

Company	Municipality	County
Met Technology	Princeton	Mercer
Milestone Scientific	Livingston	Essex
Multiplex Inc.	South Plainfield	Middlesex
myLeaderboard, Inc.	Camden	Camden
netForensics, Inc.	Edison	Middlesex
New Jersey Microsystems	Newark	Essex
NexMed Inc.	East Windsor	Mercer
Nistica, Inc.	Bridgewater	Somerset
Nofire Technologies, Inc.	Upper Saddle River	Bergen
NovaDel Pharma, Inc.	Flemington	Hunterdon
Pacifichealth Laboratories	Matawan	Monmouth
Palatin Technologies, Inc.	Cranbury	Middlesex
PD-LD, Inc.	Pennington	Mercer
Pharmos Corporation	Iselin	Middlesex
Princeton eCom Corporation	Princeton	Mercer
Princeton Lightwave	Cranbury	Middlesex
Princeton Optronics	Mercerville	Mercer
Prolong Pharmaceuticals	Monmouth Junction	Middlesex
Pure Energy Corporation	Paramus	Bergen
Redpoint Bio, Inc.	Ewing	Mercer
Reldata, Inc.	Parsippany	Morris
Replication Medical	Cranbury	Middlesex
Scivanta Medical Corp.	Spring Lake	Monmouth
Semprae Laboratories	Saddle Brook	Bergen
SightLogix Inc	Princeton	Mercer
Signum, Biosciences, Inc.	Monmouth Junction	Middlesex
Skyzone Entertainment	North Bergen	Hudson
Songbird Hearing, Inc.	New Brunswick	Middlesex
StrikeForce Technologies, Inc.	Edison	Middlesex
Synthemed, Inc.	Iselin	Middlesex
Tetragenex Pharmaceuticals I	Park Ridge	Bergen
Tobira Therapeutics	Princeton	Mercer
Transave, Inc.	Monmouth Junction	Middlesex
Tymac Controls	Montague	Sussex
TYRX Pharma, Inc.	Monmouth Junction	Middlesex
UDC, Inc.	Ewing	Mercer
Unigene Laboratories, Inc.	Fairfield	Essex
VaxInnate, Inc.	Cranbury	Middlesex
Vidyo, Inc.	Hackensack	Bergen
Vonage Holdings Corporation	Holmdel	Monmouth
Vyteris, Inc.	Fair Lawn	Bergen
WellGen, Inc.	North Brunswick	Middlesex
Xtellus	Morris Plains	Morris
<b>Total</b>	<b>\$60,000,000</b>	

Project Key			
CM	Commercial	OF	Office
CT	Construction Trade	PC	Pollution Control
DC	Day Care	RC	Recycling
DS	Distribution	RD	Research and Development
EX	Exempt Public Facility	RH	Residential Health Care
HS	Housing	RT	Retail
IN	Infrastructure	SR	Site Remediation
MF	Manufacturing	SV	Services
NH	Nursing Home	TC	Technology
NP	Not for Profit	TP	Transportation
		WS	Wholesale

Program Key			
BEP	Business Employment Incentive Program	LDF	Local Development Financing Fund
BGF	NJ Business Growth Fund	MSL	Main Street Assistance Line
CED	Fund for Community Economic Development	MST	Main Street Assistance Term
DIR	Direct Loan	NMT	New Markets Tax Credit Program
ERB	Economic Recovery Board for Camden	SGP	Smart Growth Predevelopment Funding
ERD	Edison R&D Wraparound	SFF	Structured Financing Program
GTE	Guarantee	SAB	Stand Alone Bond
HAZ	Hazardous Discharge Site Remediation Fund - Commercial	SLP	Statewide Loan Pool for Businesses
HSM	Hazardous Discharge Site Remediation Fund - Municipal	TEC	Edison Direct Investment

## **BOND RESOLUTIONS**

**NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY  
PROJECT SUMMARY - STAND-ALONE BOND PROGRAM**

**APPLICANT:** Tribeca Oven, Inc.

P30457

**PROJECT USER(S):** Same as applicant

\* - indicates relation to applicant

**PROJECT LOCATION:** 447 Gotham Parkway

Carlstadt Borough (N)

Bergen

**GOVERNOR'S INITIATIVES:**

( ) Urban Fund ( ) Other Urban ( ) Edison (X) Core ( ) Clean Energy

**APPLICANT BACKGROUND:**

Tribeca Oven, Inc. continues to serve and thrive as an artisan bread company. Due to growth, in 1997, Tribeca Oven moved its bakery from Manhattan to Brooklyn, and in answer to increasing demand, production moved to Carlstadt, New Jersey in 2004. Tribeca Oven's par-baked (85% baked) breads are baked to old-world standards and flash-frozen to preserve the complexity of flavors, the rich and chewy textures, and the freshness of more than 36 artisan loaves and rolls. Their breads are mostly unbranded or private label branded. They ship their par-baked, frozen breads to Specialty Food Distributors and Fine Food Stores located all over the country. It takes another 9-12 minutes of final baking in special ovens to achieve the final product, that on-premises baked fresh bread, at the sites of their customers.

Although Tribeca Oven just expanded last year, they are expanding one more time due to continuing growth. They are adding new bakery machinery and equipment including mixing automation machines, and conveyors from the mixing lines to the shaping lines. Examples of the equipment added: a new shaping line, a dough proofer, oven loading systems, a new oven system, a new cooling system, a new blast freezer and conveyor, packing automation equipment, and related systems. To house this year's expansion, they are in the process of leasing approximately 30,000 sf of additional space adjacent to their current building.

Last year, the Authority issued bonds i/a/o \$6.00 million on Tribeca Oven's behalf (P24300). Also, in 2004, the Authority approved a BEIP grant for the Applicant (P15803, \$122,500 over a 10 year grant term at 45%) in connection with their move from New York to New Jersey. Both the bond and the BEIP are in compliance and in good standing.

**APPROVAL REQUEST:**

Authority assistance will enable the acquisition of machinery and equipment for use in food and bread manufacturing and processing operations plus pay the costs of issuance.

**FINANCING SUMMARY:**

**BOND PURCHASER:** Sun National Bank (Direct Purchase)

**AMOUNT OF BOND:** Up to \$4,000,000 Tax-Exempt Bond

**TERMS OF BOND:** Up to 10 year term; up to first 6 months interest only; fixed interest rate of 5.24%.

**ENHANCEMENT:** N/A

**PROJECT COSTS:**

Purchase of equipment & machinery	\$4,000,000
Finance fees	\$53,000
Legal fees	\$50,000
Other	\$7,000
<b>TOTAL COSTS</b>	<b>\$4,110,000</b>

**JOBS:** At Application    160 Within 2 years    20 Maintained    0 Construction    0

**PUBLIC HEARING:** 04/13/10 (Published 03/30/10)    **BOND COUNSEL:** Wolff & Samson

**DEVELOPMENT OFFICER:** J. Colon    **APPROVAL OFFICER:** D. Sucsuz

**NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY  
PROJECT SUMMARY - STAND-ALONE BOND PROGRAM**

**APPLICANT:** Yeshiva Orchos Chaim, Inc.

P28879

**PROJECT USER(S):** Same as applicant

\* - indicates relation to applicant

**PROJECT LOCATION:** 410 Oberlin Ave South

Lakewood Township (T/UA)

Ocean

**GOVERNOR'S INITIATIVES:**

( ) Urban Fund (X) Other Urban ( ) Edison ( ) Core ( ) Clean Energy

**APPLICANT BACKGROUND:**

Yeshiva Orchos Chaim, Inc., a nonsectarian 501(c)(3) not-for-profit organization established in 2001, is an elementary school including Kindergarten through eighth grade. The School, started by a group of parents with 87 boys in a rented facility, has now experienced exponential growth which today includes over 640 boys in a 42,000 sq. ft. facility situated on a ten acre campus in Lakewood, Ocean County. The School has also recently completed construction of a 40,000 sq. ft. facility on 10 acres, also located in Lakewood, which will give the School plenty of room to grow, expecting an additional 200 students, both boys and girls in the next year and creation of 40 new jobs. Mr. Joseph Teichman is the President of the organization.

The School is a 501(c)(3), not-for-profit entity for which the Authority may issue tax exempt bonds as permitted under Section 103 and Section 145 of the Internal Revenue Code, as amended, and is not subject to the State Volume Cap limitation, pursuant to Section 146(g) of the Code.

**APPROVAL REQUEST:**

Authority assistance will enable the Applicant to refinance and consolidate its existing debt of approximately \$4 million with Amboy Bank at 5.5% for 10 years and an additional approximately \$2 million to private lenders; the proceeds of which were used to acquire and construct the school buildings. The Applicant is attempting to consolidate the debt into a manageable financial structure with a more favorable interest rate.

**FINANCING SUMMARY:**

**BOND PURCHASER:** TD Bank (Direct Purchase)

**AMOUNT OF BOND:** \$6,000,000 (max.) (Tax-exempt)

**TERMS OF BOND:** 25 years; Variable interest rate based on tax-exempt equivalent of 1 month LIBOR plus 280 basis points (indicative rate of 2.09% as of 3/29/10); subject to call options on 10th and 20th anniversaries. On the closing date, the borrower has the option to enter into a swap agreement to a fixed rate of 4.7058% (indicative as of 3/29/10) for 10 years.

**ENHANCEMENT:** N/A

**PROJECT COSTS:**

Refinancing	\$5,850,000
Finance fees	\$90,000
Legal fees	\$60,000
<b>TOTAL COSTS</b>	<b>\$6,000,000</b>

**JOBS:** At Application 80 Within 2 years 40 Maintained 0 Construction 0

**PUBLIC HEARING:** 03/09/10 (Published 02/23/10) **BOND COUNSEL:** Wolff & Samson

**DEVELOPMENT OFFICER:** R. Fischer

**APPROVAL OFFICER:** T. Wells

**COMBINATION PRELIMINARY AND BOND RESOLUTIONS**

**NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY  
PROJECT SUMMARY - STAND-ALONE BOND PROGRAM**

**APPLICANT:** Green Hill, Inc.

P30582

**PROJECT USER(S):** Same as applicant

\* - indicates relation to applicant

**PROJECT LOCATION:** 103 Pleasant Valley Way

West Orange Township (N)

Essex

**GOVERNOR'S INITIATIVES:**

( ) Urban Fund ( ) Other Urban ( ) Edison (X) Core ( ) Clean Energy

**APPLICANT BACKGROUND:**

Green Hill, Inc. is a 501(c)(3) not-for-profit corporation located in West Orange, NJ that provides a full spectrum of care from residential living to assisted living and skilled nursing. Green Hill can trace its roots back over 140 years to the establishment of the Society for the Relief of Respectable Aged Women and has been at the project location since 1965. Green Hill currently operates a continuing care retirement community consisting of 26 independent living units, 63 assisted living units and 57 skilled nursing units with approximately 180 employees. Ms. Toni Lynn Davis is the President and Executive Director of the organization.

Green Hill is set to start a new standard for senior care, and skilled nursing in New Jersey with the ground breaking of "The Green House Homes". The first of its kind in New Jersey, The Green House Homes are a revolutionary, non-institutional skilled nursing model for seniors. Each Green House is a self-contained home for ten (10) residents who enjoy private bedrooms and bathrooms, centered by a living area with a hearth, an open kitchen and dining area and with a full range of personal care and clinical services. Green Hill proposes to construct four (4) state-of-the-art Green House Homes, with 10 beds in each, to replace a portion of the current 57 skilled nursing beds. The Green House Homes will meet all state and federal regulatory, and reimbursement criteria for licensure as skilled nursing facilities.

The applicant is a not-for-profit, 501(c)(3) entity for which the Authority may issue tax-exempt bonds as permitted under Section 103 and Section 145 of the 1986 Internal Revenue Code as amended, and is not subject to the State Volume Cap limitation, pursuant to Section 146(g) of the Code.

**APPROVAL REQUEST:**

Authority assistance will enable the Applicant to finance a portion of the cost of (1) the construction of four Green House homes, comprised of 40 Green House nursing units, to replace a portion of the existing skilled nursing beds; (2) renovations to the existing skilled nursing units into skilled nursing or assisted living units; (3) acquisition and installation of equipment for use as part of the facilities. Proceeds of the bonds will also be used to finance all, or a portion of the costs associated with the issuance of the bonds, including funding the letter of credit and remarketing agent fees for 21 months.

**FINANCING SUMMARY:**

**BOND PURCHASER:** Ziegler Capital Markets (Underwriter)

**AMOUNT OF BOND:** up to \$15,000,000 (Tax-exempt)

**TERMS OF BOND:** 35 years; Variable interest rate initially not to exceed 5%; interest only for 4 years. (Indicative rate as of 3/23/2010 is 0.50%.) On the closing date, the Borrower may enter into a swap agreement to a fixed rate for 5 years. (Indicative swap rate as of 3/23/10 is 2.01%.)

ENHANCEMENT: ( L/C - Valley National Bank - 5.0 Yr.)

**PROJECT COSTS:**

Construction of new building or addition	\$12,056,407
Finance fees	\$1,227,258
Interest during construction	\$800,093
Engineering & architectural fees	\$585,000
Legal fees	\$546,242
Renovation of existing building	\$300,000
Purchase of equipment & machinery	\$250,000
<b>TOTAL COSTS</b>	<u><u>\$15,765,000</u></u>

**JOBS:** At Application 180 Within 2 years 15 Maintained 0 Construction 371

**PUBLIC HEARING:** 04/13/10 (Published 03/26/10) **BOND COUNSEL:** McCarter & English

**DEVELOPMENT OFFICER:** M. Abraham **APPROVAL OFFICER:** T. Wells

**NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY  
PROJECT SUMMARY - STAND-ALONE BOND PROGRAM**

**APPLICANT:** The Kintock Group Of New Jersey Inc.

P31130

**PROJECT USER(S):** Same as applicant

\* - indicates relation to applicant

**PROJECT LOCATION:** 3 W Industrial Blvd

Bridgeton City (T/UA)

Cumberland County

**GOVERNOR'S INITIATIVES:**

( ) Urban Fund (X) Other Urban ( ) Edison ( ) Core ( ) Clean Energy

**APPLICANT BACKGROUND:**

The Kintock Group of New Jersey Inc. ("Kintock") was established to assist the criminal justice system in the reduction and prevention of crime. The organization provides structured rehabilitative environments and programs for selected male and female offenders through its residential community release program under contracts from the New Jersey Department of Corrections and the Federal Bureau of Prisons.

In 2000, the Authority provided financing in the form of a \$3.4 million tax-exempt bond and a \$500,000 loan to enable Kintock to construct a facility in Bridgeton. In 2004, Kintock financed the construction of a second facility in Bridgeton through a \$4 million conventional mortgage with Crown Bank. The EDA guaranteed the loan for 25% of the principal amount not to exceed \$1,000,000. Currently, Kintock is seeking to refinance the debt with Crown Bank through a tax-exempt bond.

The applicant is a not-for-profit 501(c)(3) entity for which the Authority may issue tax-exempt bonds as permitted under Section 103 and Section 145 of the 1986 Internal Revenue Code as amended and is not subject to the State Volume Cap limitation, pursuant to Section 146(g) of the code.

**APPROVAL REQUEST:**

Authority assistance will allow the applicant to refinance existing debt, held by Crown Bank at a 6.5% interest rate, that was used to construct its 40,000 sq ft facility in Bridgeton.

**FINANCING SUMMARY:**

**BOND PURCHASER:** NW Capital Markets, Inc (Underwriter)

<b>AMOUNT OF BOND:</b>	Series A \$3.5 million (Tax-exempt)	Series B \$300,000 (Taxable bond)
<b>TERMS OF BOND:</b>	Series A Term bonds at 3 years, 5 years and 10 years with estimated fixed interest rates from 4.5% to 6.4% as of 4/7/2010.	Series B Up to 12-months with a fixed interest rate not to exceed 9.75%. The estimated rate is 7.00% as of 4/7/2010.

**ENHANCEMENT:** N/A

**PROJECT COSTS:**

Refinancing	\$2,999,000
Debt service reserve fund	\$330,500
Contingencies	\$294,400
Legal fees	\$65,000
Finance fees	\$42,500
Consulting, printing fees,	\$35,550
Underwriters Fee	\$33,050
<b>TOTAL COSTS</b>	<b>\$3,800,000</b>

**JOBS:** At Application 59 Within 2 years 0 Maintained 0 Construction 0  
Jobs on Related 15265 0 55 0 111

**PUBLIC HEARING:**

**DEVELOPMENT OFFICER:** J. Kenyon

**BOND COUNSEL** Wolff & Samson

**APPROVAL OFFICER:** K. McCullough

**NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY  
PROJECT SUMMARY - STAND-ALONE BOND PROGRAM**

**APPLICANT:** SEARCH Day Program

P30737

**PROJECT USER(S):** Same as applicant

\* - indicates relation to applicant

**PROJECT LOCATION:** 79 Wickapecko Drive

Ocean Township (N)

Monmouth

**GOVERNOR'S INITIATIVES:**

( ) Urban Fund ( ) Other Urban ( ) Edison (X) Core ( ) Clean Energy

**APPLICANT BACKGROUND:**

SEARCH Day Program ("SEARCH") was founded in 1971 by concerned parents and professionals who wanted to find appropriate education for children with autism. SEARCH Day Program, which is led by Executive Director Katherine Solana, was the first non-profit, state approved 12-month school in the state of New Jersey, specializing in creative programming for individuals with autism. SEARCH soon developed adult services for autism with a day program and residential services in order to provide a continuum of supports through their lifespan. Today with almost forty years of experience, SEARCH Day Program is one of the leading schools and adult providers in the State that serves individuals with autism spectrum disorder.

In 2004, SEARCH Day Program utilized Authority assistance to issue a tax-exempt bond in the amount of \$4,500,000 which enabled the company to construct a 12,000 sq ft building on its campus in Ocean Township. The new building provided much needed space and updated recreational facilities for the autistic children.

Now, SEARCH has entered into a contract with the Diocese of Trenton to purchase the adjoining 9-plus acres and 23,000 square feet of building space formerly known as St. Mary's School. The purchase of the St. Mary's campus will provide SEARCH with a total of four buildings across 13 acres and will allow the company to move its adult services program from its present leased location in Eatontown to this new facility.

The applicant is a not-for-profit, 501(c)(3) entity for which the Authority may issue tax-exempt bonds as permitted under Section 103 and Section 145 of the 1986 Internal Revenue Code as amended, and is not subject to the State Volume Cap limitation, pursuant to Section 146(g) of the Code.

**APPROVAL REQUEST:**

Authority assistance will allow the applicant to acquire 9 acres and 23,000 sq ft of building space formerly known as St. Mary's School in Ocean Township, New Jersey.

**FINANCING SUMMARY:**

**BOND PURCHASER:** TD Bank, N.A. (Direct Purchase)

**AMOUNT OF BOND:** \$2,750,000 Tax-Exempt Bond

**TERMS OF BOND:** 25 years; rate of interest fixed for 10 years at 4.4% with rate resets on the 10th and 20th anniversary of the closing date.

**ENHANCEMENT:** N/A

**PROJECT COSTS:**

Acquisition of existing building	\$4,000,000
Misc Cost of Issuance	\$39,825
Legal fees	\$36,125
<b>TOTAL COSTS</b>	<hr/> <b>\$4,075,950</b>

**JOBS:** At Application 103 Within 2 years 3 Maintained 0 Construction 0

**PUBLIC HEARING:** 04/13/10 (Published 03/29/10) **BOND COUNSEL:** McCarter & English

**DEVELOPMENT OFFICER:** R. Fischer

**APPROVAL OFFICER:** K. McCullough

## **CLEAN ENERGY PROGRAMS**

**NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY  
PROJECT SUMMARY - CLEAN ENERGY SOLUTIONS CAPITAL INVESTMENT PROGRAM**

**APPLICANT:** Puglisi Egg Farms, Inc. & Puglisi Egg Products, Inc & Puglisi P29457

**PROJECT USER(S):** Same as applicant \* - indicates relation to applicant

**PROJECT LOCATION:** 75 Easy Street Howell Township (T) Monmouth

**GOVERNOR'S INITIATIVES:**

( ) Urban Fund ( ) Other Urban ( ) Edison ( ) Core (X) Clean Energy

**APPLICANT BACKGROUND:**

Puglisi Egg Farms, Inc. ("PEF" or the "Company"), is a family owned and operated commercial agribusiness in Howell, NJ. The company was founded in 1951. They produce, grade, and distribute eggs and egg products to wholesalers, supermarkets, and restaurants in New Jersey. The company seeks to purchase and install a solar photovoltaic system capable of generating 562.602 MWh of electricity annually. The unit has been matched to the current site electricity demands and is expected to produce 70% of the site electricity demands. The timeline to execute the project after approval is three months.

**APPROVAL REQUEST:**

A \$1,326,125 term loan under the Clean Energy Solutions Capital Investment ("CESCI") program is requested.

**FINANCING SUMMARY:**

**LENDER:** NJEDA

**AMOUNT OF LOAN:** \$1,326,125

**TERMS OF LOAN:** Ten year term. Zero percent interest rate.

**PROJECT COSTS:**

Purchase of equipment & machinery	\$1,938,250
Equip. Installation	\$560,000
Elect. Components	\$116,500
Engineering & architectural fees	\$22,000
Data Acquisition System	\$15,500
<b>TOTAL COSTS</b>	<u><u>\$2,652,250</u></u>

**JOBS:** At Application 19 Within 2 years 0 Maintained 0 Construction 17

**DEVELOPMENT OFFICER:** R. Fischer

**APPROVAL OFFICER:** K. Tolly

**LOCAL DEVELOPMENT FINANCING FUND**



NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY

## MEMORANDUM

**TO:** Members of the Authority

**FROM:** Caren S. Franzini  
Chief Executive Officer

**DATE:** April 13, 2010

**Subject:** Applicant: F. Greek Newco 377, LLC  
Project Location: 377 Roosevelt Avenue, Carteret Borough, Middlesex County, NJ  
P30383

### **Request:**

This memorandum addresses the legal matter presented by ASA Apple, Inc. in their project occupant application which was filed in conjunction with the application by F. Greek Newco 377, LLC a related entity which is seeking financial assistance (LDFF loan and a Brownfields Reimbursement Agreement) from the Authority.

### **Business:**

F. Greek Newco 377, LLC is a newly formed single purpose real estate company which will own a 256,000 square foot warehouse which is being planned for construction. Applicant is owned 35.5% by Frank Cardaci who also owns 100% of ASA Apple, Inc. which is a warehousing and trucking company and which will be the sole occupant of the proposed facility.

### **Background:**

On February 1, 2002, Mr. Cardaci pled guilty in federal court in Camden to a “misprision” offense which essentially proscribes neglecting to report, without assisting, a felony committed by another. This offense is a Class E felony, the least serious classification of felonies.

### **Legal Matters:**

In pleading guilty to a “misprision” offense, Mr. Cardaci acknowledged that in 1995, seven years before his 2002 plea, he belatedly learned, but failed to report, that an ASA Apple customer (“the Customer”) that had no relationship with ASA Apple and Mr. Cardaci other than as landlord to tenant

had made misrepresentations to its suppliers regarding the ultimate destination of products (reportedly dried food goods) which the Customer had housed at an ASA Apple warehouse in Carteret, NJ. Specifically, Mr. Cardaci admitted that in or around February 1995, ASA Apple began providing warehouse services to the Customer with respect to products that the Customer was purchasing from a third party supplier. At or around that time, Mr. Cardaci knew that the Customer was representing to that third party that these products were being shipped overseas for resale in the Ukraine which enabled the Customer to get the goods at a lower price. At some point thereafter, however, Mr. Cardaci learned that the Customer was, in reality, selling those products domestically, thus defrauding the third party suppliers which included the Kellogg Corporation. Thereafter, Mr. Cardaci did not disclose the Customer's fraud, and the Customer continued to use ASA Apple's warehouse services and pay ASA Apple, Inc. its normal compensation for these services. Beyond that normal compensation, however, neither ASA Apple nor Mr. Cardaci personally ever profited, or intended to profit, from either the Customer's misconduct or Mr. Cardaci's failure to disclose that misconduct.

Prior to pleading guilty to the "misprision" offense, Mr. Cardaci was not charged with that or any other offense. Rather, when contacted by the government, he immediately cooperated with its investigation of the Customer and his cooperation led directly to the Customer's conviction for fraud (in an amount of at least one million dollars). In a letter to the judge regarding the sentence to be imposed on Mr. Cardaci, the United States Attorney's Office requested that a lesser than standard sentence be imposed based on Mr. Cardaci's important and timely cooperation and stated that "Mr. Cardaci has done everything asked of him by law enforcement, his cooperation led directly to one successful prosecution, and he has provided important background information in a larger ongoing investigation."

On September 13, 2002, the court sentenced Mr. Cardaci to two years of noncustodial probation and fined him \$1,000. Mr. Cardaci successfully completed his probation and paid the fine and reports that he has had no other legal issues since this event.

#### **Analysis of litigation as grounds for possible debarment:**

Mr. Cardaci's conviction can provide the basis for instituting debarment procedures pursuant to the Authority's debarment regulations which include as cause for debarment violations of law as follows: conviction of a criminal offense and violation of law showing a lack of business integrity or honesty.

#### **Mitigating Factors:**

Mr. Cardaci has presented numerous mitigating factors for Board consideration. These factors include:

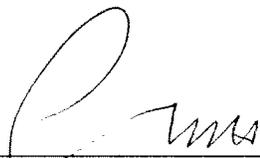
1. The criminal behavior occurred in the mid 1990's.
2. No further charges have been pursued and Mr. Cardaci complied with all of the requirements of his sentencing, which included serving two years of noncustodial probation and paying a \$1,000 fine.
3. The United States Attorney's Office and the court determined that Mr. Cardaci did everything that was asked of him by the government and his cooperation directly led to the Customer's conviction and aided in a wider investigation. The light sentence imposed is indicative of the

level of cooperation Mr. Cardaci gave the government. This cooperation was given, in the words of the US Attorney's Office, truthfully and willingly.

4. The charges brought against Mr. Cardaci do not directly pertain to the purchase of the building for which the Authority is considering providing a portion of the financing or the reimbursement of the taxes generated by this property which forms the basis for the Brownfields Reimbursement Agreement.
5. Mr. Cardaci did not receive any of the proceeds of the criminal conduct of the Customer nor was he ordered to pay any restitution to the victims.

**Recommendation:**

After review of the mitigating factors regarding the legal matter presented by Mr. Cardaci, staff does not believe debarment is warranted. Simultaneously being presented for approval to the Members of the Authority at this meeting is an LDFD loan to the applicant as well as a Brownfields Reimbursement Agreement for the project.

  
\_\_\_\_\_  
Caren S. Franzini

Prepared by Michael Conte

**NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY  
PROJECT SUMMARY - LOCAL DEVELOPMENT FINANCING FUND PROGRAM**

**APPLICANT:** F. Greek Newco 377, LLC

P30383

**PROJECT USER(S):** ASA Apple, Inc. \*

\* - indicates relation to applicant

**PROJECT LOCATION:** 377 Roosevelt Ave

Carteret Borough (T/UA)

Middlesex

**GOVERNOR'S INITIATIVES:**

( ) Urban Fund (X) Other Urban ( ) Edison ( ) Core ( ) Clean Energy

**APPLICANT BACKGROUND:**

F. Greek Newco 377, LLC is a newly formed, single purpose, real estate holding company owned equally by Frank Greek and Frank Cardaci which will be the borrower on the proposed financing. Plans call for the construction of a 256,000 square foot warehouse facility with 36 foot ceilings, 5 loading docks and an estimated completion time of twelve months.

**APPROVAL REQUEST:**

Approval is recommended for a \$1.25 million loan under the LDFF program (which will be documented as a direct loan or a participation with Provident Bank as this aspect is still under negotiations) which will be in conjunction with a commitment for an \$11 million construction and permanent loan from Provident Bank and owner equity to complete the funding for this project.

**FINANCING SUMMARY:**

**LENDER:** LDFF

**AMOUNT OF LOAN:** \$1,250,000

**TERMS OF LOAN:** Fixed at closing at 50% of the Federal Discount Rate with a floor of 2%.  
Five-year term based on a 15-year amortization.

**PROJECT COSTS:**

Construction of new building or addition	\$10,594,000
Land	\$6,000,000
Site Work	\$2,930,000
Permits & Testing	\$410,000
Engineering & architectural fees	\$325,000
Interest during construction	\$255,000
Finance fees	\$200,000
Contingency & Other	\$171,000
Legal fees	\$50,000
<b>TOTAL COSTS</b>	<u><u>\$20,935,000</u></u>

**JOBS:** At Application 150 Within 2 years 20 Maintained 0 Construction 318

**DEVELOPMENT OFFICER:** P. Ceppi

**APPROVAL OFFICER:** M. Conte

**PETROLEUM UNDERGROUND STORAGE TANK  
PROGRAM**



**MEMORANDUM**

**TO:** Members of the Authority  
**FROM:** Caren S. Franzini  
Chief Executive Officer  
**DATE:** April 13, 2010  
**SUBJECT:** NJDEP Petroleum UST Remediation, Upgrade & Closure Fund Program

The following grant projects have been approved by the Department of Environmental Protection to perform upgrade, closure and site remediation. The scope of work is described on the attached project summary:

**Private Grant:**

Cheryl Brown.....	\$200,834
Frank Lanziano.....	\$107,235
JoAnn McCain.....	\$157,649
John Patalano.....	\$ 91,866
Lucy Pignatora.....	\$ 62,900
Raymond Shamlan .....	\$115,563
JoAnne Terrizzi.....	\$156,495

**Total UST funding for April 2010..... \$892,542**

**NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY  
PROJECT SUMMARY - UNDERGROUND STORAGE TANK GRANT**

**APPLICANT:** Cheryl Brown

P29174

**PROJECT USER(S):** Same as applicant

\* - indicates relation to applicant

**PROJECT LOCATION:** 733 Debra Court

Monroe Township (T/UA)

Gloucester

**GOVERNOR'S INITIATIVES:**

( ) Urban Fund ( ) Other Urban ( ) Edison ( ) Core ( ) Clean Energy

**APPLICANT BACKGROUND:**

Cheryl Brown is a homeowner seeking to remove a leaking 550-gallon residential #2 heating underground storage tank (UST) and perform the required remediation. The tank will be decommissioned and removed in accordance with NJDEP requirements. The NJDEP has determined that the project costs are technically eligible.

Financial statements provided by the applicant demonstrate that the applicant's financial condition conforms to the financial hardship test for a conditional hardship grant.

**APPROVAL REQUEST:**

The applicant is requesting grant funding in the amount of \$200,834 to perform the approved scope of work at the project site.

The NJDEP oversight fee of \$20,083 is the customary 10% of the grant amount. This assumes that the work will not require a high level of NJDEP involvement and that reports of an acceptable quality will be submitted to the NJDEP.

**FINANCING SUMMARY:**

**GRANTOR:** Petroleum UST Remediation, Upgrade & Closure Fund

**AMOUNT OF GRANT:** \$200,834

**TERMS OF GRANT:** No Interest; No Repayment

**PROJECT COSTS:**

Site Remediation	\$200,834
NJDEP oversight cost	\$20,083
EDA administrative cost	\$250
<b>TOTAL COSTS</b>	<b>\$221,167</b>

**APPROVAL OFFICER:** R. Doyle



TO: Members of the Authority

FROM: Caren S. Franzini  
Chief Executive Officer

DATE: April 13, 2010

SUBJECT: Applicant: Frank Lanziano  
Site information: Maple Crest Auto Center  
P28535  
Project Location: 1144 South Avenue, Westfield Town, Union County, New Jersey  
Request to approve \$107,235 Petroleum Underground Storage Tank Program grant  
for Frank Lanziano

**Request:**

This memorandum addresses the legal matter presented by Frank Lanziano in his application for a Petroleum Underground Storage Tank grant.

**Business:**

Frank Lanziano is the former owner of the former Maple Crest Service Station, a.k.a. Maple Crest Auto Center. The former service station contained four leaking underground storage tanks, one 4,000 gallon tank, two 2,000 gallon tanks, and one 550 gallon tank.

**Background:**

In September 1986, the above property was conveyed to Mr. Lanziano, which was tenant-operated as a gas station. It was later determined that the property had substantial discharge of hazardous substances to the ground and groundwater. The contamination occurred previous to Mr. Lanziano acquiring the property and has cost Mr. Lanziano large sums of money to remediate. In 1989, Mr. Lanziano sold the above property to Mormile Brothers with a written agreement that Mr. Lanziano would be fully responsible for the continued remediation of the site. Mr. Lanziano is applying for a conditional hardship grant under the PUST program.

**Legal Matters:**

From 1987 to 2000, Mr. Lanziano owned and operated a non-brokerage finder firm named Pyramid Investors, Inc. ("Pyramid). In the course of its business Pyramid Investors, Inc. and Mr. Lanziano engaged in manipulative trading practices. While others not related to Pyramid or Mr.

Lanziano were convicted of conspiracy to commit mail fraud, Mr. Lanziano, in October, 1992, pled guilty to and was convicted in the United States District Court for the District of New Jersey of filing a false individual income tax return and income tax evasion related to this misconduct. Mr. Lanziano served six months imprisonment and three years probation. Mr. Lanziano paid \$90,000 in full restitution of his tax liability by 1994, as directed by the U.S. District Court. Mr. Lanziano remains current on both his New Jersey State and Federal taxes.

**Analysis of litigation as grounds for possible debarment:**

Mr. Lanziano's conviction can provide the basis for instituting debarment procedures pursuant to the Authority's debarment regulations which include as cause for debarment violations of law as follows: commission of a criminal offense as incident to obtaining or performing a public or private contract and violations of law showing a lack of business integrity.

**Mitigating Factors:**

Mr. Lanziano has presented numerous mitigating factors for Board consideration. These factors include:

1. The criminal behavior occurred in the late 1980's, which is over 20 years ago.
2. No further charges have been pursued and Mr. Lanziano complied with all of the requirements of his sentencing, which included serving six months imprisonment, three years probation and full restitution of his tax liabilities, which totaled \$90,000.
3. The Internal Revenue Service advised the United States Probation Office that Mr. Lanziano was cooperative in making full restitution.
4. The charges brought against Mr. Lanziano did not pertain to Maple Crest Auto Center, the site requiring extensive remediation.

**Recommendation:**

The members of the Authority are asked to approve the proposed grant request. After review of the mitigating factors regarding the legal matter presented by Mr. Lanziano, staff does not believe debarment is warranted.



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Prepared by C. Cope

**NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY  
PROJECT SUMMARY - UNDERGROUND STORAGE TANK GRANT**

**APPLICANT:** Frank Lanziano (Frmr. Maple Crest Auto Center)

P28535

**PROJECT USER(S):** Same as applicant

\* - indicates relation to applicant

**PROJECT LOCATION:** 1144 South Ave.

Westfield Town (N)

Union

**GOVERNOR'S INITIATIVES:**

( ) Urban Fund ( ) Other Urban ( ) Edison ( ) Core ( ) Clean Energy

**APPLICANT BACKGROUND:**

Frank Lanziano, previous owner of the former Maple Crest Service Station a.k.a. Maple Crest Auto Center, is seeking to continue performing extensive site and groundwater remediation after the closure of four leaking underground storage tanks (UST's) at the project site. The tanks were decommissioned in accordance with NJDEP requirements. The NJDEP has determined that the project costs are technically eligible.

Financial statements provided by the applicant demonstrate that the applicant's financial condition conforms to the financial hardship test for a conditional hardship grant.

**APPROVAL REQUEST:**

The applicant is requesting grant funding in the amount of \$107,235 to perform the approved scope of work at the project site.

The NJDEP oversight fee of \$10,724 is the customary 10% of the grant amount. This assumes that the work will not require a high level of NJDEP involvement and that reports of an acceptable quality will be submitted to the NJDEP.

**FINANCING SUMMARY:**

**GRANTOR:** Petroleum UST Remediation, Upgrade & Closure Fund

**AMOUNT OF GRANT:** \$107,235

**TERMS OF GRANT:** No Interest; Five year repayment provision on a pro-rata basis, according to the PUST Act.

**PROJECT COSTS:**

Upgrade, Closure, Remediation	\$107,235
NJDEP oversight cost	\$10,724
EDA administrative cost	\$500
<b>TOTAL COSTS</b>	<b>\$118,459</b>

**APPROVAL OFFICER:** C. Cope

**NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY  
PROJECT SUMMARY - UNDERGROUND STORAGE TANK GRANT**

**APPLICANT:** JoAnn McCain

P30022

**PROJECT USER(S):** Same as applicant

\* - indicates relation to applicant

**PROJECT LOCATION:** 311 Ridge Road

Fredon Township (N)

Sussex

**GOVERNOR'S INITIATIVES:**

( ) Urban Fund ( ) Other Urban ( ) Edison ( ) Core ( ) Clean Energy

**APPLICANT BACKGROUND:**

JoAnn McCain is a homeowner seeking to remove a leaking 550-gallon residential #2 heating underground storage tank (UST) and perform the required remediation. The tank will be decommissioned and removed in accordance with NJDEP requirements. The NJDEP has determined that the project costs are technically eligible.

Financial statements provided by the applicant demonstrate that the applicant's financial condition conforms to the financial hardship test for a conditional hardship grant.

**APPROVAL REQUEST:**

The applicant is requesting grant funding in the amount of \$157,649 to perform the approved scope of work at the project site.

The NJDEP oversight fee of \$15,765 is the customary 10% of the grant amount. This assumes that the work will not require a high level of NJDEP involvement and that reports of an acceptable quality will be submitted to the NJDEP.

**FINANCING SUMMARY:**

**GRANTOR:** Petroleum UST Remediation, Upgrade & Closure Fund

**AMOUNT OF GRANT** \$157,649

**TERMS OF GRANT:** No Interest; No Repayment

**PROJECT COSTS:**

Upgrade, Closure, Remediation	\$157,649
NJDEP oversight cost	\$15,765
EDA administrative cost	\$250
<b>TOTAL COSTS</b>	<b>\$173,664</b>

**APPROVAL OFFICER:** C. Cope

**NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY  
PROJECT SUMMARY - UNDERGROUND STORAGE TANK GRANT**

**APPLICANT:** John Patalano

P29132

**PROJECT USER(S):** My Way Pizza \*  
Patalano Enterprises, Inc. \*

\* - indicates relation to applicant

**PROJECT LOCATION:** 13 Washington Avenue Dumont Borough (N) Bergen

**GOVERNOR'S INITIATIVES:**

( ) Urban Fund ( ) Other Urban ( ) Edison ( ) Core ( ) Clean Energy

**APPLICANT BACKGROUND:**

John Patalano, owner of the project site, which is a pizzeria, received a grant in January 2006 under P16777 in the amount of \$46,469 and a grant in March 2007 under P16777s in the amount of \$49,917 to perform soil delineation and groundwater investigation activities as the result of the closure of two underground storage tanks (USTs). The NJDEP has determined that the supplemental project costs are technically eligible, to perform additional soil and groundwater investigation.

Financial statements provided by the applicant demonstrate that the applicant's financial condition conforms to the financial hardship test for a conditional hardship grant.

**APPROVAL REQUEST:**

The applicant is requesting supplemental grant funding in the amount of \$91,866, for a total funding to date of \$188,252.

The NJDEP oversight fee of \$9,187 is the customary 10% of the grant amount. This assumes that the work will not require a high level of NJDEP involvement and that reports of an acceptable quality will be submitted to the NJDEP.

**FINANCING SUMMARY:**

**GRANTOR:** Petroleum UST Remediation, Upgrade & Closure Fund

**AMOUNT OF GRANT:** \$91,866

**TERMS OF GRANT:** No Interest; 5 year repayment provision on a pro-rata basis in accordance with the PUST Act

**PROJECT COSTS:**

Upgrade, Closure, Remediation	\$91,866
NJDEP oversight cost	\$9,187
EDA administrative cost	\$500
<b>TOTAL COSTS</b>	<b>\$101,553</b>

**APPROVAL OFFICER:** L. Petrizzi \*

**NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY  
PROJECT SUMMARY - UNDERGROUND STORAGE TANK GRANT**

**APPLICANT:** Lucy Pignatora

P30256

**PROJECT USER(S):** Nutchie's Service Center \*

\* - indicates relation to applicant

**PROJECT LOCATION:** 72 S. Main Street

Lodi Borough (T/UA)

Bergen

**GOVERNOR'S INITIATIVES:**

( ) Urban Fund ( ) Other Urban ( ) Edison ( ) Core ( ) Clean Energy

**APPLICANT BACKGROUND:**

Lucy Pignatora, the owner of the project site, which is occupied by Nutchie's Service Station, had received a grant in the amount of \$121,885 in March 2000 under P11361, a grant in the amount of \$53,706 in May 2001 under P11361s, a grant in the amount of \$32,562 in December 2004 under P16093, and a grant in the amount of \$46,148 in May 2008 under P19612 to remove four existing underground storage tanks (USTs), replace with one 10,000 gallon double tank, perform soil and groundwater investigation as well as the required remediation. The NJDEP has determined that the supplemental project costs are technically eligible, to perform groundwater remediation and vapor intrusion investigation.

Financial statements provided by the applicant demonstrate that the applicant's financial condition conforms to the financial hardship test for a conditional hardship grant.

**APPROVAL REQUEST:**

The applicant is now requesting another supplemental grant in the amount of \$62,900 to fund these costs, for a total funding to date of \$317,202.

The NJDEP oversight fee of \$6,290 is the customary 10% of the grant amount. This assumes that the work will not require a high level of NJDEP involvement and that reports of an acceptable quality will be submitted to the NJDEP.

**FINANCING SUMMARY:**

**GRANTOR:** Petroleum UST Remediation, Upgrade & Closure Fund

**AMOUNT OF GRANT:** \$62,900

**TERMS OF GRANT:** No Interest; 5 year repayment provision on a pro-rata basis in accordance with the PUST Act

**PROJECT COSTS:**

Remediation	\$62,900
NJDEP oversight cost	\$6,290
EDA administrative cost	\$500
<b>TOTAL COSTS</b>	<b>\$69,690</b>

**APPROVAL OFFICER:** L. Petrizzi

**NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY  
PROJECT SUMMARY - UNDERGROUND STORAGE TANK GRANT**

**APPLICANT:** Raymond Shamlian

P30415

**PROJECT USER(S):** Same as applicant

\* - indicates relation to applicant

**PROJECT LOCATION:** 5 Giant Maple Court

Millstone Township (N)

Monmouth

**GOVERNOR'S INITIATIVES:**

( ) Urban Fund ( ) Other Urban ( ) Edison ( ) Core ( ) Clean Energy

**APPLICANT BACKGROUND:**

Raymond Shamlian is a homeowner seeking to remove a leaking 550-gallon residential #2 heating underground storage tank (UST) and perform the required remediation. The tank will be decommissioned and removed in accordance with NJDEP requirements. The NJDEP has determined that the project costs are technically eligible.

Financial statements provided by the applicant demonstrate that the applicant's financial condition conforms to the financial hardship test for a conditional hardship grant.

**APPROVAL REQUEST:**

The applicant is requesting grant funding in the amount of \$115,563 to perform the approved scope of work at the project site.

The NJDEP oversight fee of \$11,556 is the customary 10% of the grant amount. This assumes that the work will not require a high level of NJDEP involvement and that reports of an acceptable quality will be submitted to the NJDEP.

**FINANCING SUMMARY:**

**GRANTOR:** Petroleum UST Remediation, Upgrade & Closure Fund

**AMOUNT OF GRANT:** \$115,563 Leaking Tank Grant

**TERMS OF GRANT:** No Interest; No Repayment

**PROJECT COSTS:**

Upgrade, Closure, Remediation	\$115,563
NJDEP oversight cost	\$11,556
EDA administrative cost	\$250
<b>TOTAL COSTS</b>	<b>\$127,369</b>

**APPROVAL OFFICER:** K. Junghans

**NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY  
PROJECT SUMMARY - UNDERGROUND STORAGE TANK GRANT**

**APPLICANT:** JoAnne Terrizzi

P30210

**PROJECT USER(S):** Same as applicant

\* - indicates relation to applicant

**PROJECT LOCATION:** 16 Oliver Street

Lakewood Township (T/UA)

Ocean

**GOVERNOR'S INITIATIVES:**

( ) Urban Fund ( ) Other Urban ( ) Edison ( ) Core ( ) Clean Energy

**APPLICANT BACKGROUND:**

JoAnne Terrizzi is a homeowner seeking to remove a leaking 550-gallon residential #2 heating underground storage tank (UST), perform extensive soil remediation and install a 275-gallon above ground storage tank (AST). The tank will be decommissioned and removed in accordance with NJDEP requirements. The NJDEP has determined that the project costs are technically eligible.

Financial statements provided by the applicant demonstrate that the applicant's financial condition conforms to the financial hardship test for a conditional hardship grant.

**APPROVAL REQUEST:**

The applicant is requesting grant funding in the amount of \$156,495 to perform the approved scope of work at the project site.

The NJDEP oversight fee of \$15,650 is the customary 10% of the grant amount. This assumes that the work will not require a high level of NJDEP involvement and that reports of an acceptable quality will be submitted to the NJDEP.

**FINANCING SUMMARY:**

**GRANTOR:** Petroleum UST Remediation, Upgrade & Closure Fund

**AMOUNT OF GRANT:** \$156,495

**TERMS OF GRANT:** No Interest; No Repayment

**PROJECT COSTS:**

Upgrade, Closure, Remediation	\$156,495
NJDEP oversight cost	\$15,650
EDA administrative cost	\$250
<b>TOTAL COSTS</b>	<b>\$172,395</b>

**APPROVAL OFFICER:** L. Petrizzi



NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY

**TO:** Members of the Authority

**FROM:** Caren S. Franzini  
Chief Executive Officer

**DATE:** April 13, 2010

**SUBJECT:** Petroleum Underground Storage Tank Program - Delegated Authority Approvals  
(For Informational Purposes Only)

Pursuant to the Boards approval on May 9, 2006, the Chief Executive Officer ("CEO") and Sr. Vice-President ("SVP") of Operations have been given the authority to approve initial grants under the Hazardous Discharge Site Remediation Fund and Petroleum Storage Tank programs up to \$100,000 and supplemental grants up to an aggregate of \$100,000.

In August 2006, the Petroleum Underground Storage Tank Program legislation was amended to allow funding for the removal/closure and replacement of non-leaking residential underground storage tanks. The limits allowed under the amended legislation are \$1,200 for the removal/closure and \$3,000 for the removal/closure and replacement of a non-leaking residential underground storage tank.

Below is a summary of the Delegated Authority approvals processed by Program Services for the period March 01, 2010 to March 31, 2010

Summary:	# of Grants	\$ Amount
Leaking tank grants awarded	51	\$890,160
Non-leaking tank grants awarded	137	\$365,891

Applicant	Description	Grant Amount	Awarded to Date
Bates, Nancy (P30049)	Initial grant for upgrade, closure and remediation	\$13,229	\$13,229
Bogdan, Stanley (P30584)	Initial grant for upgrade, closure and remediation	\$19,392	\$19,392
Buteau, Richard (P30190)	Initial grant for upgrade, closure and remediation	\$7,500	\$7,500
Casamassima, Theresa (P24126)	Initial grant for upgrade, closure and remediation	\$1,200	\$1,200
Castor, Maureen and Amy Markee (P29018)	Initial grant for upgrade, closure and remediation	\$5,236	\$5,236
Ching Fung, Teresa Mo (P29917)	Initial grant for upgrade, closure and remediation	\$56,916	\$56,916
Danziger, Raymond (P29223)	Initial grant for upgrade, closure and remediation	\$8,266	\$8,266
Dattilo, Frank (P29960)	Initial grant for upgrade, closure and remediation	\$3,057	\$3,057
Davies, Michele C. (P30362)	Supplemental grant for upgrade, closure and remediation	\$28,248	\$56,465
Demarco, Katherine (P27792)	Initial grant for upgrade, closure and remediation	\$17,872	\$17,872

Applicant	Description	Grant Amount	Awarded to Date
Eisner, Kristopher (P29278)	Initial grant for upgrade, closure and remediation	\$18,533	\$18,533
Flynn, Brian (P30047)	Initial grant for upgrade, closure and remediation	\$31,880	\$31,880
Freda, Frank (P30424)	Supplemental grant for upgrade, closure and remediation	\$62,064	\$139,553*
Gardner, George and Cathy (P28467)	Initial grant for upgrade, closure and remediation	\$40,668	\$40,668
Gatier, William (P28920)	Initial grant for upgrade, closure and remediation	\$4,024	\$4,024
Gonzalez, Basilio (P29309)	Supplemental grant for upgrade, closure and remediation	\$8,486	\$12,299
Griesemer, Mark (P30090)	Initial grant for site remediation	\$38,327	\$38,327
Hedderick, Richard and Laura (P30637)	Initial grant for upgrade, closure and remediation	\$26,535	\$26,535
Holzinger, John (P30193)	Initial grant for upgrade, closure and remediation	\$5,095	\$5,095
Horowitz, Terri (P29218)	Initial grant for site remediation	\$8,029	\$8,029
Howard, Daniel (P28376)	Initial grant for upgrade, closure and remediation	\$22,974	\$22,974
Hunter, John R. (P25849)	Supplemental grant for upgrade, closure and remediation	\$8,673	\$14,856
Ialeggio, Carol (P30102)	Initial grant for upgrade, closure and remediation	\$6,595	\$6,595
Kandziolka, Charles and Mary (P30127)	Partial initial grant for upgrade, closure and remediation	\$16,183	\$16,183
Kim, Jennifer (P30211)	Initial grant for upgrade, closure and remediation	\$28,929	\$28,929
Liszski, Brian and Janice (P29538)	Initial grant for upgrade, closure and remediation	\$6,589	\$6,589
Livak, Richard (P29213)	Initial grant for upgrade, closure and remediation	\$25,598	\$25,598
Ludwig, Edwin and Maria (P29560)	Initial grant for upgrade, closure and remediation	\$4,783	\$4,783
Massaglia, Giovanni (P29172)	Initial grant for upgrade, closure and remediation	\$21,665	\$21,665
McCready, Ellen (P29511)	Initial grant for upgrade, closure and remediation	\$4,628	\$4,628
Merritt, William D., Jr. (P29618)	Initial grant for upgrade, closure and remediation	\$6,564	\$6,564
Novoa, Lucita (P29963)	Initial grant for upgrade, closure and remediation	\$37,627	\$37,627
Olsson, Joan (P30552)	Initial grant for site	\$46,287	\$46,287

Applicant	Description	Grant Amount	Awarded to Date
	remediation		
Parry, James (P30548)	Initial grant for upgrade, closure and remediation	\$4,000	\$4,000
Petronko, Michael (P29987)	Initial grant for upgrade, closure and remediation	\$13,250	\$13,250
Phillips, Ken (P29439)	Initial grant for upgrade, closure and remediation	\$6,217	\$6,217
Raptor Trust, The (P26796)	Initial grant for site remediation	\$12,431	\$12,431
Rios, Edward (P30348)	Initial grant for upgrade, closure and remediation	\$13,154	\$13,154
Santana, Zoraida (P29609)	Initial grant for upgrade, closure and remediation	\$12,455	\$12,455
Schlosser, Robert (P30189)	Initial grant for upgrade, closure and remediation	\$4,554	\$4,554
Sianipar, Humisar (P30101)	Supplemental grant for upgrade, closure and remediation	\$6,500	\$22,831
Simpson, Robert (P30581)	Initial grant for upgrade, closure and remediation	\$81,796	\$81,796
Strzelecki, Laura (P29734)	Initial grant for upgrade, closure and remediation	\$15,490	\$15,490
Travaline, Barbara (P28828)	Initial grant for upgrade, closure and remediation	\$1,794	\$1,794
Tringali, Joe (P29925)	Initial grant for upgrade, closure and remediation	\$15,712	\$15,712
Uddin, Mohammed Helal (P29205)	Initial grant for site remediation	\$9,350	\$9,350
Updike, James and Denise (P30080)	Initial grant for upgrade, closure and remediation	\$9,360	\$9,360
Washer, Thomas (P30044)	Initial grant for upgrade, closure and remediation	\$13,033	\$13,033
White, Robert and Jessica (P30039)	Initial grant for upgrade, closure and remediation	\$7,468	\$7,468
Zangara, Joseph (P30419)	Initial grant for upgrade, closure and remediation	\$16,731	\$16,731
Zarrella, William (P29611)	Initial grant for upgrade, closure and remediation	\$5,213	\$5,213

**51 Grants**

**Total Delegated Authority funding for Leaking applications.**

**\$890,160**

Ackerman, Carl S. and Suzanne C. (P30500)	Partial grant to remove an underground storage tank and install an above ground storage tank	\$2,176	\$2,176
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Applicant	Description	Grant Amount	Awarded to Date
Adaret, Shelly and Basya (P28184)	Grant to remove an underground storage tank	\$1,200	\$1,200
Ahrens, Paul and Lisa (P30289)	Grant to remove an underground storage tank and install an above ground storage tank	\$3,015	\$3,015
Aines, Ryan (P30427)	Grant to remove an underground storage tank and install an above ground storage tank	\$4,100	\$4,100
Allegretta, Carmela (P30377)	Grant to remove an underground storage tank and install an above ground storage tank	\$3,297	\$3,297
Andrews, Michele A. (P30590)	Grant to remove an underground storage tank	\$1,500	\$1,500
Antonello, Joseph and Meghan (P30343)	Grant to remove an underground storage tank and install an above ground storage tank	\$3,158	\$3,158
Attalla, Hesham and Amal (P29971)	Grant to remove an underground storage tank	\$1,200	\$1,200
Ayala, Julian and Awilda (P29377)	Grant to remove an underground storage tank	\$2,988	\$2,988
Bauer, John and Lisa (P29549)	Grant to remove an underground storage tank and install an above ground storage tank	\$3,500	\$3,500
Betar, Edward (P28287)	Grant to remove an underground storage tank	\$1,200	\$1,200
Bodine, Linda (P30028)	Grant to remove an underground storage tank and install an above ground storage tank	\$2,539	\$2,539
Bohs, Ken and Diane J. (P28734)	Grant to remove an underground storage tank and install an above ground storage tank	\$3,000	\$3,000
Brahney, Dorothy and John (P29642)	Grant to remove an underground storage tank and install an above ground storage tank	\$3,000	\$3,000
Broderick, Matthew W. and Christine N. (P30789)	Grant to remove an underground storage tank and install an above ground storage tank	\$3,000	\$3,000
Buck, Darlene (P30422)	Grant to remove an underground storage tank and install an above ground storage tank	\$3,029	\$3,029
Cannizzaro, Adele (P30310)	Grant to remove an underground storage tank	\$1,200	\$1,200
Casieri, Dawn (P30171)	Grant to remove an underground storage tank and install an above ground storage tank	\$3,000	\$3,000
Castillo, Jose G. (P30834)	Grant to remove an underground storage tank and install an above	\$3,500	\$3,500

Applicant	Description	Grant Amount	Awarded to Date
	ground storage tank		
Champion, Everett and Emma (P30423)	Grant to remove an underground storage tank and install an above ground storage tank	\$3,500	\$3,500
Chou, Hung (P29972)	Grant to remove an underground storage tank and install an above ground storage tank	\$3,187	\$3,187
Ciardiello, Michael and June (P29830)	Grant to remove an underground storage tank and install an above ground storage tank	\$3,500	\$3,500
DeAugustine, Donald and Nancy (P30538)	Grant to remove an underground storage tank	\$1,500	\$1,500
DeFelice, Donald M. and Deborah A. (P30333)	Grant to remove an underground storage tank and install an above ground storage tank	\$3,300	\$3,300
Deichman, Daniel and Ann Marie (P29037)	Partial grant to remove an underground storage tank	\$1,200	\$1,200
Ditzel, Jr. Wesley W. and Nancy (P29843)	Grant to remove an underground storage tank	\$1,200	\$1,200
Doyle, John and Theresa (P30323)	Grant to remove an underground storage tank and install an above ground storage tank	\$3,288	\$3,288
Duff, Brian and Debra (P30099)	Grant to remove an underground storage tank and install an above ground storage tank	\$3,000	\$3,000
Durnye, Jean (P29684)	Grant to remove an underground storage tank and install an above ground storage tank	\$3,200	\$3,200
Elk, Joseph F. (P30352)	Grant to remove an underground storage tank and install an above ground storage tank	\$3,500	\$3,500
Ellis, Trevor Rees (P30271)	Grant to remove an underground storage tank and install an above ground storage tank	\$3,200	\$3,200
Ficarra, Peter (P29821)	Grant to remove an underground storage tank	\$1,200	\$1,200
Foster, Judith (P30495)	Grant to remove an underground storage tank and install an above ground storage tank	\$3,180	\$3,180
Foster, Patrick K. and Cynthia D. (P29449)	Grant to remove an underground storage tank	\$1,200	\$1,200
Friedman, Barry and Susan (P30336)	Grant to remove an underground storage tank and install an above ground storage tank	\$3,500	\$3,500
Fusaro, Frank (P30515)	Grant to remove an underground storage tank and install an above ground storage tank	\$3,297	\$3,297

Applicant	Description	Grant Amount	Awarded to Date
Gagliano, Edna M. (P29724)	Grant to remove an underground storage tank and install an above ground storage tank	\$3,500	\$3,500
Gallegos, Juan J. and Rosalie (P30011)	Grant to remove an underground storage tank	\$3,900	\$3,900
Gautsch, Sue and Tom (P30524)	Grant to remove an underground storage tank and install an above ground storage tank	\$3,535	\$3,535
Gelens, Nicholas and Geraldine (P30274)	Grant to remove an underground storage tank	\$1,350	\$1,350
Gibbons, Josephine (P30314)	Grant to remove an underground storage tank	\$1,500	\$1,500
Glaser, Kevin and Jillian (P29943)	Grant to remove an underground storage tank and install an above ground storage tank	\$3,000	\$3,000
Gonzalez, Ramon and Mary (P29355) Tank B	Grant to remove an underground storage tank and install an above ground storage tank	\$1,920	\$1,920
Good, Joseph and Donna (P29782)	Grant to remove an underground storage tank and install an above ground storage tank	\$3,000	\$3,000
Grade, Keith and Donna (P29746)	Grant to remove an underground storage tank and install an above ground storage tank	\$3,000	\$3,000
Guarino, Phil and Rachel (P29952)	Grant to remove an underground storage tank and install an above ground storage tank	\$3,125	\$3,125
Guzzo, Albert P. and Josephine A. (P29966)	Grant to remove an underground storage tank	\$1,200	\$1,200
Hakans, Harold and Judith (P30786)	Grant to remove an underground storage tank and install an above ground storage tank	\$3,300	\$3,300
Hamann, John and Ursula (P30431)	Grant to remove an underground storage tank and install an above ground storage tank	\$3,500	\$3,500
Hangley, Michael G. and Jacqueline M. (P29692)	Grant to remove an underground storage tank and install an above ground storage tank	\$3,000	\$3,000
Harris, Theodore and Lenore (P29389)	Grant to remove an underground storage tank and install an above ground storage tank	\$3,000	\$3,000
Hartman, Carole (P29947)	Grant to remove an underground storage tank and install an above ground storage tank	\$4,100	\$4,100
Henderson, Cynthia and Philip (P29207)	Grant to remove an underground storage tank	\$1,200	\$1,200
Hershberger, Michiko	Grant to remove an underground	\$3,240	\$3,240

Applicant	Description	Grant Amount	Awarded to Date
(P29921)	storage tank and install an above ground storage tank		
Higgins, Robert (P29035)	Grant to remove an underground storage tank	\$1,875	\$1,875
Johnston, Irene (P30277)	Grant to remove an underground storage tank and install an above ground storage tank	\$2,997	\$2,997
Jones, Jr., John D. and Betty W. (P30533)	Grant to remove an underground storage tank	\$1,200	\$1,200
Keiderling, Kyle and Barbara (P29393)	Grant to remove an underground storage tank and install an above ground storage tank	\$3,000	\$3,000
Kelly, Daniel and Maureen (P29383)	Grant to remove an underground storage tank and install an above ground storage tank	\$2,800	\$2,800
Kilduff, John and Joan (P30518)	Grant to remove an underground storage tank and install an above ground storage tank	\$2,988	\$2,988
Klein, David and Kathleen (P30591)	Grant to remove an underground storage tank and install an above ground storage tank	\$3,000	\$3,000
Konyak, John (P29524)	Grant to remove an underground storage tank and install an above ground storage tank	\$3,154	\$3,154
Kurman, Amy (P30557)	Grant to remove an underground storage tank	\$1,200	\$1,200
Laureigh, Suelynn and Walter (P30602)	Grant to remove an underground storage tank	\$1,267	\$1,267
Lea, Robert E. and Terri A. (P30535)	Grant to remove an underground storage tank and install an above ground storage tank	\$3,500	\$3,500
Leggio, Frank P. and Dolores (P30007)	Grant to remove an underground storage tank and install an above ground storage tank	\$2,651	\$2,651
Levy, Kevin B. (P30537)	Grant to remove an underground storage tank and install an above ground storage tank	\$3,228	\$3,228
Lohmeier, Lindsey (P29391)	Grant to remove an underground storage tank	\$1,200	\$1,200
Lynch, Edward and Elizabeth (P30280)	Partial grant to remove an underground storage tank and install an above ground storage tank	\$1,973	\$1,973
Lynch, Lisa (P30541)	Grant to remove an underground storage tank and install an above ground storage tank	\$3,000	\$3,000
Mabey, David W. and	Grant to remove an underground	\$3,900	\$3,900

Applicant	Description	Grant Amount	Awarded to Date
Kimberly A. (P30129)	storage tank and install an above ground storage tank		
Mahtaban, Joshua (P30020)	Grant to remove an underground storage tank and install an above ground storage tank	\$3,372	\$3,372
Malcolm, Mary (P28292)	Grant to remove an underground storage tank	\$1,200	\$1,200
Mandell, Lorraine and Michael (P29918)	Grant to remove an underground storage tank and install an above ground storage tank	\$4,100	\$4,100
Manna, Thomas J. and Jean M. (P30363)	Grant to remove an underground storage tank	\$1,500	\$1,500
Marcus, Dennis (P30139)	Grant to remove an underground storage tank and install an above ground storage tank	\$3,150	\$3,150
Marcus, Loren (P30264)	Grant to remove an underground storage tank	\$1,200	\$1,200
Marone, Stephanie (P29738)	Grant to remove an underground storage tank and install an above ground storage tank	\$3,000	\$3,000
Matey, John A. (P29095)	Grant to remove an underground storage tank and install an above ground storage tank	\$3,000	\$3,000
McCloskey, William E. and Donnamarie (P30511)	Grant to remove an underground storage tank and install an above ground storage tank	\$3,500	\$3,500
McFarland, Terrence and Elizabeth (P30282)	Grant to remove an underground storage tank and install an above ground storage tank	\$3,375	\$3,375
McGuire, Marion (P30174)	Grant to remove an underground storage tank and install an above ground storage tank	\$3,288	\$3,288
Meany, Kathleen (P30558)	Grant to remove an underground storage tank	\$1,435	\$1,435
Melone, Jason and Maritza (P30433)	Partial grant to remove an underground storage tank and install an above ground storage tank	\$2,070	\$2,070
Meyer, Shimon and Esther (P30762)	Grant to remove an underground storage tank	\$1,200	\$1,200
Milecki, David and Deborah (P30303)	Grant to remove an underground storage tank and install an above ground storage tank	\$3,300	\$3,300
Miller, Raymond (P29577)	Grant to remove an underground storage tank and install an above ground storage tank	\$2,675	\$2,675
Millner, Johann W. and Anna	Grant to remove an underground	\$2,826	\$2,826

Applicant	Description	Grant Amount	Awarded to Date
(P29996)	storage tank and install an above ground storage tank		
Monday, Lee and Carolyn (P30160)	Grant to remove an underground storage tank and install an above ground storage tank	\$3,200	\$3,200
Moore, John C. and Bernice M. (P28778)	Grant to remove an underground storage tank and install an above ground storage tank	\$2,798	\$2,798
Murphy-Smolka, Maureen and James R. (P30501)	Grant to remove an underground storage tank and install an above ground storage tank	\$3,185	\$3,185
Naranjo, Julian and Angela (P30841)	Grant to remove an underground storage tank	\$1,500	\$1,500
Neff, Roseanne (P30251)	Grant to remove an underground storage tank and install an above ground storage tank	\$3,283	\$3,283
Nelke, Dian (P30474)	Grant to remove an underground storage tank and install an above ground storage tank	\$3,328	\$3,328
Nielsen, Hugh and Kathleen (P30279)	Partial grant to remove an underground storage tank and install an above ground storage tank	\$2,631	\$2,631
O'Brien, Geraldine (P30559)	Grant to remove an underground storage tank and install an above ground storage tank	\$3,191	\$3,191
O'Brien, James M. and Cheryl L. (P30111)	Grant to remove an underground storage tank and install an above ground storage tank	\$3,309	\$3,309
O'Hara, Patrick T. and Suzette (P30371)	Grant to remove an underground storage tank	\$1,200	\$1,200
Oshipp, Paul and Judith (P30510)	Grant to remove an underground storage tank	\$1,500	\$1,500
Otreba, Ed and Sharon (P30684)	Grant to remove an underground storage tank and install an above ground storage tank	\$3,900	\$3,900
Owen, Marge and Charles (P30326)	Grant to remove an underground storage tank and install an above ground storage tank	\$3,500	\$3,500
Paruszewski, Jeffrey and Patricia L. (P30335)	Grant to remove an underground storage tank and install an above ground storage tank	\$2,895	\$2,895
Perez, Salvador and Carmen (P29824)	Grant to remove an underground storage tank	\$1,500	\$1,500
Petrola, Elmira (P30375)	Grant to remove an underground storage tank and install an above ground storage tank	\$3,297	\$3,297

Applicant	Description	Grant Amount	Awarded to Date
Piotrowsky, Mark and Francesca (P29883)	Grant to remove an underground storage tank and install an above ground storage tank	\$3,730	\$3,730
Prasad, Manooj (P28909)	Grant to remove an underground storage tank and install an above ground storage tank	\$2,983	\$2,983
Pribush, Anne (P30263)	Grant to remove an underground storage tank and install an above ground storage tank	\$3,233	\$3,233
Quade, Richard and Vira (P30260)	Grant to remove an underground storage tank and install an above ground storage tank	\$3,500	\$3,500
Raymond, Joan (P30471)	Grant to remove an underground storage tank and install an above ground storage tank	\$2,850	\$2,850
Ribble, Olga (P29913)	Grant to remove an underground storage tank and install an above ground storage tank	\$3,000	\$3,000
Rixon, William and Kathryn (P29893)	Grant to remove an underground storage tank and install an above ground storage tank	\$2,647	\$2,647
Roessle, Scott (P29729)	Grant to remove an underground storage tank	\$1,500	\$1,500
Romano, Robert (P30426)	Grant to remove an underground storage tank and install an above ground storage tank	\$2,700	\$2,700
Romeo, Carol (P30493)	Grant to remove an underground storage tank and install an above ground storage tank	\$3,200	\$3,200
Russo, Vincent and Elayne (P29653)	Grant to remove an underground storage tank	\$1,500	\$1,500
Salerno, Richard (P29977)	Grant to remove an underground storage tank and install an above ground storage tank	\$2,557	\$2,557
Salvesen, Robert and Joanne (P29710)	Grant to remove an underground storage tank	\$1,200	\$1,200
Sanchez, Frank and Elizabeth (P29513)	Grant to remove an underground storage tank and install an above ground storage tank	\$3,000	\$3,000
Sasdi, David and Kathleen (P30276)	Partial grant to remove an underground storage tank and install an above ground storage tank	\$2,873	\$2,873
Sellers, George and Colleen (P28299)	Grant to remove an underground storage tank and install an above ground storage tank	\$3,000	\$3,000
Spiri, Michael and Janice (P30176)	Grant to remove an underground storage tank and install an above	\$3,288	\$3,288

Applicant	Description	Grant Amount	Awarded to Date
	ground storage tank		
Steele, Raymond and Goldie (P30179)	Grant to remove an underground storage tank and install an above ground storage tank	\$3,288	\$3,288
Stein, Richard and Janice Ortner-Stein (P30131)	Grant to remove an underground storage tank and install an above ground storage tank	\$3,379	\$3,379
Steinhauser, Robert and Laura (P30117)	Grant to remove an underground storage tank and install an above ground storage tank	\$3,500	\$3,500
Sternback-Kogut, Carolyn (P30682)	Grant to remove an underground storage tank and install an above ground storage tank	\$4,971	\$4,971
Switz, Mary (P30252)	Grant to remove an underground storage tank and install an above ground storage tank	\$3,297	\$3,297
Taylor, Andrew J. and Kimberly M. (P29885)	Grant to remove an underground storage tank and install an above ground storage tank	\$3,500	\$3,500
Thomas, Jeffrey and Elaine (P30540)	Grant to remove an underground storage tank and install an above ground storage tank	\$3,500	\$3,500
Tice, Charles, Jr. and Nancy (P29804)	Partial grant to remove an underground storage tank and install an above ground storage tank	\$1,845	\$1,845
Torres, Miguel J. (P28672)	Grant to remove an underground storage tank	\$1,200	\$1,200
Tran, Daniel (P30491)	Grant to remove an underground storage tank	\$1,500	\$1,500
Volz, Francis and Patricia (P30249)	Partial grant to remove an underground storage tank	\$900	\$900
Webster, Rose and Bruce (P30269)	Grant to remove an underground storage tank	\$1,497	\$1,497
Willoughby, Thomas M. and Julie A. (P30093)	Grant to remove an underground storage tank	\$1,200	\$1,200
Winkleman, Albert C. and Teresa E. (P30664)	Grant to remove an underground storage tank and install an above ground storage tank	\$3,288	\$3,288
Witmer, Henry K. and Jennie A. (P30342)	Grant to remove an underground storage tank and install an above ground storage tank	\$3,500	\$3,500
Wondolowski, Georgina and Lucian (P30434)	Grant to remove an underground storage tank	\$1,500	\$1,500

**137 Grants**

**Total Delegated Authority  
funding for Non-Leaking**

**\$365,891**

Applicant	Description	Grant Amount	Awarded to Date
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applications.

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\*This amount includes grants approved previously by the Board and this award does not exceed the supplemental aggregate limit.



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Caren S. Franzini

Prepared by: Lisa Petrizzi, Finance Officer

**HAZARDOUS DISCHARGE SITE REMEDIATION FUND  
PROGRAM**



**MEMORANDUM**

**TO:** Members of the Authority

**FROM:** Caren S. Franzini  
Chief Executive Officer

**DATE:** April 13, 2010

**SUBJECT:** Hazardous Discharge Site Remediation Fund Program

The following municipal projects have been approved by the Department of Environmental Protection for a grant to perform preliminary assessment, site investigation and remedial action activities. The scope of work is described on the attached project summaries.

**Municipal Grant:**

Borough of Bellmawr (Bellmawr Landfill).....	\$5,000,000
Borough of Glassboro (Former Glassboro Landfill).....	\$250,981
Jersey City Redevelopment Agency (Turnpike Dump #5).....	\$849,497
Borough of Keyport (DPW Storage Yard).....	\$808,434
Township of Monroe (Monroe Twp. Landfill).....	\$408,938
Township of Old Bridge (Sommer Property).....	\$730,331
Borough of South Plainfield (Former Bus Terminal).....	\$111,609

**Total HDSRF funding for April 2010.....\$8,159,790**

  
\_\_\_\_\_

Prepared by: Lisa Petrizzi

**NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY  
PROJECT SUMMARY - HAZARDOUS SITE REMEDIATION - MUNICIPAL GRANT**

**APPLICANT:** Borough of Bellmawr (Bellmawr Landfill)

P30714

**PROJECT USER(S):** Same as applicant

\* - indicates relation to applicant

**PROJECT LOCATION:** Creek Road

Bellmawr Borough (T)

Camden

**GOVERNOR'S INITIATIVES:**

( ) Urban Fund ( ) Other Urban ( ) Edison (X) Core ( ) Clean Energy

**APPLICANT BACKGROUND:**

Borough of Bellmawr received grants awards totaling \$5,000,000 in 2009 for Preliminary Assessment (PA), Site Investigation (SI), Remedial Investigation (RI) and Remedial Action (RA). The project site, identified as Block 78; 79, Lots 1-2; 9.01 is a former landfill & used currently as a composting facility which has potential environmental areas of concern (AOC's). The Borough owns two parcels & intends to acquire one parcel which satisfies Proof of Site Control. Borough of Bellmawr received its NJDEP Brownfields Development Area (BDA) designation in September 2007, which this project site is located prior to this remediation was performed. It is the Borough's intent, upon completion of the environmental investigation activities, to redevelop the project site for mixed-use including open space/conservation.

A grant can be awarded to a municipality up to 75% of the costs of remedial action (RA) for projects within a BDA. The grant has been calculated off 75% of the RA costs (\$5,000,000). NJDEP has approved this request for RA grant funding on the above-referenced project site & finds the project technically eligible under the HDSRF program, Category 2, Series A. The total annual amount allowed for a municipality that contains a BDA is \$5,000,000 per calendar year. This grant will utilize the entire limit for the Borough of Bellmawr for 2010.

**APPROVAL REQUEST:**

Borough of Bellmawr is requesting supplemental grant funding to perform RA in the amount of \$5,000,000 at the Bellmawr Landfill project site, for a total funding to date of \$10,000,000.

**FINANCING SUMMARY:**

**GRANTOR:** Hazardous Discharge Site Remediation Fund

**AMOUNT OF GRANT:** \$5,000,000

**TERMS OF GRANT:** No Interest; A lien in the amount of \$5,000,000 will be placed on the property and will constitute a debt of the property owner. In the event the property is transferred to the applicant, the lien will be removed.

**PROJECT COSTS:**

Remedial Action	\$6,666,672
EDA administrative cost	\$500
<b>TOTAL COSTS</b>	<b>\$6,667,172</b>

**APPROVAL OFFICER:** L. Petrizzi

**NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY  
PROJECT SUMMARY - HAZARDOUS SITE REMEDIATION - MUNICIPAL GRANT**

**APPLICANT:** Borough of Glassboro (Former Glassboro Landfill)

P31021

**PROJECT USER(S):** Same as applicant

\* - indicates relation to applicant

**PROJECT LOCATION:** Along Deptford, Lehigh, &

Glassboro Borough (T/UA)

Gloucester

**GOVERNOR'S INITIATIVES:**

( ) Urban Fund (X) Other Urban ( ) Edison ( ) Core ( ) Clean Energy

**APPLICANT BACKGROUND:**

Borough of Glassboro received a grant in September 2009 under P27504 in the amount of \$69,381 to perform Remedial Investigation (RI). The project site, identified as Blocks 357; 358, Lots 1; 1 is a former landfill which has potential environmental areas of concern (AOC's). The Borough of Glassboro intends to acquire the project site and has satisfied Proof of Site Control. It is the Borough's intent, upon completion of the environmental investigation activities, to redevelop the project site for residential re-use.

NJDEP has approved this supplemental request for RI grant funding on the above-referenced project site and finds the project technically eligible under the HDSRF program, Category 2, Series A.

**APPROVAL REQUEST:**

The Borough of Glassboro is requesting supplemental grant funding to perform RI in the amount of \$259,981 at the Former Glassboro Landfill project site, for a total funding to date of \$320,362.

**FINANCING SUMMARY:**

**GRANTOR:** Hazardous Discharge Site Remediation Fund

**AMOUNT OF GRANT:** \$250,981

**TERMS OF GRANT:** No Interest; No Repayment

**PROJECT COSTS:**

Remedial investigation	\$250,981
EDA administrative cost	\$500
<b>TOTAL COSTS</b>	<b>\$251,481</b>

**APPROVAL OFFICER:** L. Petrizzi

**NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY  
PROJECT SUMMARY - HAZARDOUS SITE REMEDIATION - MUNICIPAL GRANT**

**APPLICANT:** Jersey City Redevelopment Agency (Turnpike Dump #5) P30715

**PROJECT USER(S):** Same as applicant \* - indicates relation to applicant

**PROJECT LOCATION:** 325 Skinner Memorial Drive Jersey City (T/UA) Hudson

**GOVERNOR'S INITIATIVES:**

(X) Urban Fund ( ) Other Urban ( ) Edison ( ) Core ( ) Clean Energy

**APPLICANT BACKGROUND:**

Jersey City Redevelopment Agency received a grants totaling \$5,983,926 from 2008-2009 to perform Preliminary Assessment (PA), Remedial Investigation (RI), and Remedial Action (RA). The project site, identified as Block 60, Lots 19H, 19R, and 19Q has been historically used for operations associated with the railroad is located in a Brownfield Development Area (BDA) and has potential environmental areas of concern (AOC's). The City of Jersey City currently owns the project site and has satisfied Proof of Site Control. It is the Agency's intent, upon completion of the environmental investigation activities, to redevelop the project site for commercial and residential re-use.

NJDEP has approved the request for additional RA funding on the above-referenced project site and finds the project technically eligible under the HDSRF Program, Category 2, Series A. According to the Legislation, a grant can be awarded to a municipality, county or redevelopment entity authorized to exercise redevelopment powers up to 75% of the costs of RA for projects within a BDA. The grant has been calculated off 75% of the RA costs (\$637,932) and adding 100% of the RI costs (\$211,565)

**APPROVAL REQUEST:**

The Jersey City Redevelopment Agency is requesting supplemental grant funding to perform RA in the amount of \$849,497 at the Turnpike Dump #5 project site, for a total funding to date of \$6,833,423.

**FINANCING SUMMARY:**

**GRANTOR:** Hazardous Discharge Site Remediation Fund

**AMOUNT OF GRANT:** \$849,497

**TERMS OF GRANT:** No Interest; No Repayment

**PROJECT COSTS:**

Remedial Action	\$850,575
Remedial investigation	\$211,565
EDA administrative cost	\$500
<b>TOTAL COSTS</b>	<b>\$1,062,640</b>

**APPROVAL OFFICER:** L. Petrizzi

**NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY  
PROJECT SUMMARY - HAZARDOUS SITE REMEDIATION - MUNICIPAL GRANT**

**APPLICANT:** Borough of Keyport (DPW Storage Yard)

P31020

**PROJECT USER(S):** Same as applicant

\* - indicates relation to applicant

**PROJECT LOCATION:** American Legion Drive

Keyport Borough (N)

Monmouth

**GOVERNOR'S INITIATIVES:**

( ) Urban Fund ( ) Other Urban ( ) Edison (X) Core ( ) Clean Energy

**APPLICANT BACKGROUND:**

Borough of Keyport received a grant in May 2008 under the project name Five Keyport BDA sites (P20185) for the Preliminary Assessment (PA) and Site Investigation (SI) for this project. The project site, identified as Block 21.01, Lots 49, 50.01, 51.01 and 51.02 is the current operational Department of Public Works storage yard which has potential environmental areas of concern (AOC's). The Borough of Keyport owns the project site and has satisfied Proof of Site Control. The Borough received a Brownfields Development Area (BDA) designation from the NJDEP. It is the Borough's intent, upon completion of the environmental investigation activities, to redevelop the project site for open space/recreation.

NJDEP has approved this request for Remedial Investigation(RI) and Remedial Action (RA) grant funding on the above-referenced project site and finds the project technically eligible under the HDSRF program, Category 2, Series A.

According to the HDSRF legislation, a grant can be awarded to a municipality, county or redevelopment entity authorized to exercise redevelopment powers up to 75% of the costs of remedial action for projects within a BDA. The grant has been calculated off 75% of the RA costs (\$778,467) and adding the RI costs (\$29,967).

**APPROVAL REQUEST:**

The Borough of Keyport is requesting grant funding to perform RI and RA in the amount of \$808,434 at the DPW Storage Yard project site.

**FINANCING SUMMARY:**

**GRANTOR:** Hazardous Discharge Site Remediation Fund

**AMOUNT OF GRANT:** \$808,434

**TERMS OF GRANT:** No Interest; No Repayment

**PROJECT COSTS:**

Remedial Action	\$1,037,956
Remedial investigation	\$29,667
EDA administrative cost	\$500
<b>TOTAL COSTS</b>	<u><u>\$1,068,123</u></u>

**APPROVAL OFFICER:** L. Petrizzi

**NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY  
PROJECT SUMMARY - HAZARDOUS SITE REMEDIATION - MUNICIPAL GRANT**

**APPLICANT:** Township of Monroe (Monroe Twp. Landfill)

P30409

**PROJECT USER(S):** Same as applicant

\* - indicates relation to applicant

**PROJECT LOCATION:** Sicklerville Road

Monroe Township (T/UA)

Gloucester

**GOVERNOR'S INITIATIVES:**

( ) Urban Fund (X) Other Urban ( ) Edison ( ) Core ( ) Clean Energy

**APPLICANT BACKGROUND:**

Township of Monroe (Monrow Twp. Landfill), identified as Block 901, Lots 2 and 3 is a former solid waste landfill which has potential environmental areas of concern (AOC's). The Township of Monrow currently owns the project site and has satisfied Proof of Site Control. It is the Township of Monroe's intent, upon completion of the environmental investigation activities, to redevelop the project site for renewable energy generation.

NJDEP has approved this request for Preliminary Assessment (PA)/Site Investigation (SI) grant funding on the above-referenced project site and finds the project technically eligible under the HDSRF program, Category 2, Series A.

**APPROVAL REQUEST:**

The Township of Monroe is requesting grant funding to perform (PA) and (SI) in the amount of \$408,938 at the Monroe Township Landfill project site.

**FINANCING SUMMARY:**

**GRANTOR:** Hazardous Discharge Site Remediation Fund

**AMOUNT OF GRANTS:** \$408,938

**TERMS OF GRANT:** No Interest; No Repayment

**PROJECT COSTS:**

PA/SI/RI	\$408,938
EDA administrative cost	\$500
<b>TOTAL COSTS</b>	<b>\$409,438</b>

**APPROVAL OFFICER:** K. Junghans

**NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY  
PROJECT SUMMARY - HAZARDOUS SITE REMEDIATION - MUNICIPAL GRANT**

**APPLICANT:** Township of Old Bridge (Sommer Property)

P30486

**PROJECT USER(S):** Same as applicant

\* - indicates relation to applicant

**PROJECT LOCATION:** Cheesequake Rd and Rtes 9 and Old Bridge Township (T/UA)

Middlesex

**GOVERNOR'S INITIATIVES:**

( ) Urban Fund (X) Other Urban ( ) Edison ( ) Core ( ) Clean Energy

**APPLICANT BACKGROUND:**

The Township of Old Bridge received grant funding in October 2008 under P22028 in the amount of \$414,455 to perform Remedial Investigatino (RI). The project site, identified as Block 4185, Lot 13.11 is a former landfill that has been closed in the late 1960's which has potential environmental areas of concern (AOC's). The Township of Old Bridge intends to acquire the project site and has satisfied Proof of Site Control. It is the Township's intent, upon completion of the environmental investigation activities, to redevelop the project site for recreation and conservation.

NJDEP has approved this request for Remedial Investigation (RI) grant funding on the above-referenced project site and finds the project technically eligible under the HDSRF program, Category 2, Series A.

**APPROVAL REQUEST:**

The Township of Old Bridge is requesting grant funding to perform RI in the amount of \$730,331 at the Sommer Property project site, for a total funding to date of \$1,144,766.

**FINANCING SUMMARY:**

**GRANTOR:** Hazardous Discharge Site Remediation Fund

**AMOUNT OF GRANT**\$730,331

**TERMS OF GRANT:** No Interest; No Repayment

**PROJECT COSTS:**

Remedial investigation	\$730,331
EDA administrative cost	\$500
<b>TOTAL COSTS</b>	<u><u>\$730,831</u></u>

**APPROVAL OFFICER:** K. Junghans

**NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY  
PROJECT SUMMARY - HAZARDOUS SITE REMEDIATION - MUNICIPAL GRANT**

**APPLICANT:** Borough of South Plainfield (Former Bus Terminal)

P30062

**PROJECT USER(S):** Same as applicant

\* - indicates relation to applicant

**PROJECT LOCATION:** 601 New Market Avenue

South Plainfield Borough (N)

Middlesex

**GOVERNOR'S INITIATIVES:**

( ) Urban Fund ( ) Other Urban ( ) Edison (X) Core ( ) Clean Energy

**APPLICANT BACKGROUND:**

The project site, identified as Block 315, Lot 34, is a former bus terminal which has potential environmental areas of concern (AOCs). The Borough of South Plainfield owns the project site and has satisfied Proof of Site Control. It is the Borough's intent, upon completion of the environmental investigation activities, to redevelop the project site for recreation purposes.

NJDEP has approved this request for Remedial Investigation (RI) grant funding on the above-referenced project site, and finds the project technically eligible under the HDSRF program, Category 2, Series A.

**APPROVAL REQUEST:**

The Borough of South Plainfield is requesting grant funding to perform RI in the amount of \$111,609 at the Former Bus Terminal project site.

**FINANCING SUMMARY:**

**GRANTOR:** Hazardous Discharge Site Remediation Fund

**AMOUNT OF GRANT:** \$111,609

**TERMS OF GRANT:** No Interest; No Repayment

**PROJECT COSTS:**

Remedial investigation	\$111,609
EDA administrative cost	\$500
<b>TOTAL COSTS</b>	<b>\$112,109</b>

**APPROVAL OFFICER:** C. Cope



**TO:** Members of the Authority

**FROM:** Caren S. Franzini  
Chief Executive Officer

**DATE:** April 13, 2010

**SUBJECT:** Hazardous Discharge Site Remediation Fund - Delegated Authority Approvals  
(For Informational Purposes Only)

Pursuant to the Board's approval on May 9, 2006, the Chief Executive Officer ("CEO") and Sr. Vice-President of Operations ("SVP") have been given the authority to approve initial grants under the Hazardous Discharge Site Remediation Fund and Petroleum Underground Storage Tank programs up to \$100,000 and supplemental grants up to an aggregate of \$100,000.

Below is a summary of the Delegated Authority approval processed by the Division of Program Services for the month of March 2010.

<b>Applicant</b>	<b>Description</b>	<b>Grant</b>	<b>Awarded to Date</b>
Lakewood Township (Block 93) P27856	Initial grant to perform preliminary assessment, site investigation, and remedial investigation to redevelop as a parking lot	\$37,123	\$37,123
Pitman Borough (Former Pitman Armory) P29837	Initial grant to perform preliminary assessment to redevelop for mixed-use	\$3,000	\$3,000
<b>2 Grants</b>	<b>Total Grant Funding for March 2010</b>	<b>\$40,123</b>	

  
 \_\_\_\_\_  
 Caren S. Franzini

**BUSINESS EMPLOYMENT INCENTIVE PROGRAM**

## **INCENTIVE PROGRAMS**

**NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY  
PROJECT SUMMARY - BUSINESS EMPLOYMENT INCENTIVE PROGRAM**

**APPLICANT:** Atlantic Hoisting and Scaffolding LLC & affiliates

P30775

**PROJECT LOCATION:** 700 Commercial Avenue Carlstadt Borough (N) Bergen County

**GOVERNOR'S INITIATIVES:**

Urban Fund  Other Urban  Edison  Core  Clean Energy

**APPLICANT BACKGROUND/ECONOMIC VIABILITY:**

Atlantic Hoisting & Scaffolding LLC ("AHS") is a large regional hoisting and scaffolding subcontractor servicing the high-rise construction industry predominantly in NYC for over 50 years. AHS installs, rents and dismantles various types of hoists, scaffolds and bridges. AHS can provide services throughout all phases of a project from conception to construction with in-house engineers and designers working with on-site fabricators and carpenters. AHS is headquartered in NY with 85 employees.

AHS is part of a larger family of companies, including three affiliates, all located in NY, which are subject to this BEIP application, B&H Equipment Rental LLC, S&E Bridge and Scaffolding LLC and Gardner Bay Corporation. B&H Equipment with 55 employees, provides the rental equipment to AHS, S&E Bridge and Scaffolding and unaffiliated customers. S&E Bridge and Scaffolding, with 29 employees provides the engineering and design services for bridge and scaffolding structures. Gardner Bay Corporation with 24 employees, was incorporated in 2002 for the sole purpose of providing business management services and employee leasing services to AHS and B&H Equipment. The Companies are economically viable.

**MATERIAL FACTOR:**

The Applicant requests a BEIP grant to offset the costs of relocating and expanding the businesses in a 92,000 sq. ft. facility located in Carlstadt, Bergen County. The alternative is to remain in NY. The Applicant has indicated that the BEIP grant is a material factor to relocate to NJ.

**APPROVAL REQUEST:**

**PERCENTAGE:** 55%

**TERM:** 10 years

The Members of the Authority are asked to approve the proposed BEIP grant and award percentage to encourage Atlantic Hoisting and Scaffolding LLC & affiliates to increase employment in New Jersey. The recommended award percentage is based on the company meeting the criteria as set forth on the attached Formula Evaluation and is contingent upon receipt by the Authority of evidence that the company has met said criteria to substantiate the recommended award percentage. If the criteria met by the company differs from that shown on the Formula Evaluation, the award percentage will be raised or lowered to reflect the award percentage that corresponds to the actual criteria that have been met.

**TOTAL ESTIMATED GRANT AWARD OVER TERM OF GRANT: \$ 1,267,929**  
 (not to exceed an average of \$50,000 per new employee over the term of the grant)

**NJ EMPLOYMENT AT APPLICATION: 0**

**ELIGIBLE BEIP JOBS: Year 1 101 Year 2 0 Base Years Total = 101**

**ESTIMATED COST PER ELIGIBLE BEIP JOB OVER TERM: \$12,553**

**ANTICIPATED AVERAGE WAGES: \$75,000**

**ESTIMATED PROJECT COSTS: \$10,225,000**

**ESTIMATED GROSS NEW STATE INCOME TAX - DURING 10 \$2,305,325**

**ESTIMATED NET NEW STATE INCOME TAX - DURING 15 \$2,190,059**

**PROJECT IS: ( ) Expansion (X) Relocation NY**

**CONSTRUCTION: (X) Yes ( ) No**

**PROJECT OWNERSHIP HEADQUARTERED IN: New York**

**APPLICANT OWNERSHIP:(X) Domestic ( ) Foreign**

**DEVELOPMENT OFFICER: J. Colon**

**APPROVAL OFFICER: T. Wells**

### FORMULA EVALUATION

<u>Criteria</u>	<u>Score</u>
1. Location: <b>Carlstadt Borough</b>	N/A
2. Job Creation <b>101</b> Targeted : _____ Non-Targeted : <u>  X  </u>	2
3. Job at Risk: <b>0</b>	0
4. Industry: <b>other manufacturing</b> Designated : _____ Non-Designated : <u>  X  </u>	0
5. Leverage: <b>3 to 1 and up</b>	2
6. Capital Investment: <b>\$10,275,000</b>	2
7. Average Wage: <b>\$ 75,000</b>	3
<b>TOTAL:</b>	<b>9</b>

**Bonus Increases (up to 80%):**

Located in Planning Area 1 or 2 of the State's Development and Redevelopment Plan	20%	<u>20%</u>
Located in Planning Area 1 or 2 of the State's Development and Redevelopment Plan AND creation of 500 or more jobs	30%	_____
Located in a former Urban Coordinating Council or other distressed municipality as defined by Department of Community Affairs	20%	_____
Located in a brownfield site (defined as the first occupants of the site after issuance of a new no-further action letter)	20%	_____
Located in a center designated by the State Planning Commission, or in a municipality with an endorsed plan	15%	_____
10% or more of the employees of the business receive a qualified transportation fringe of \$ 30.00 or greater.	15%	_____
Located in an area designated by the locality as an "area in need of redevelopment"	10%	_____
Jobs-creating development is linked with housing production or renovation (market or affordable) utilizing at least 25% of total buildable area of the site	10%	_____
Company is within 5 miles of and working cooperatively with a public or non-profit university on research and development	10%	_____

**Total Bonus Points:**

**20 %**

**Total Score :**

**Total Score per formula:** 9 = 30 %

**Construction/Renovation :** 5 %

**Bonus Increases :** 20 %

**Total Score (not to exceed 80 %):** 55 %

**NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY  
PROJECT SUMMARY - BUSINESS EMPLOYMENT INCENTIVE PROGRAM**

**APPLICANT:** Carlos Bakery Inc.

P30752

**PROJECT LOCATION:** TBD

Locations Unknown (N)      Unknown County

**GOVERNOR'S INITIATIVES:**

Urban Fund    Other Urban    Edison    Core    Clean Energy

**APPLICANT BACKGROUND/ECONOMIC VIABILITY:**

Carlos Bakery Inc. is a Hoboken, New Jersey-based traditional Italian wedding cake and other Italian specialty pastry maker. They have been operating Carlo's City Hall Bake Shop, a specialty desert and wedding cake maker and seller. This 10,000 sf Hoboken shop and baking facility has been a major tourist attraction due to the publicity and participation of their master baker in print media (newspapers and wedding magazines), TV programs, and reality Cable TV shows. Today, Carlos Bakery Inc. is still a family owned business operated by the fourth generation cake masters. For over 45 years (100 years including the change of ownership), the Carlo's Bakery has been delighting New Yorkers, Northern New Jerseyans and tourists with its outstanding Italian desserts.

For several years, customers can also order their products for delivery anywhere in the continental USA. With the media attention and tourist attraction, the demand for their products has skyrocketed. To meet increasing online, phone, and mail orders and to also supply nationwide restaurants and banquets halls, they need to set up a new and additional cake and desert manufacturing facility. This non-retail, manufacturing oriented expansion facility, which will not need to be accessible to their customers and tourists, can be established anywhere in the greater New York Metro area and beyond, whichever location makes the most economical sense rather than by proximity.

A review of the financial statements indicates economic viability. If the Applicant chooses Jersey City, Newark, Paterson or New Brunswick, based on the smart growth criteria of those cities, the BEIP score may increase to 80%, at which percentage an estimated amount of the grant would be \$144,000.

**MATERIAL FACTOR:**

The Applicant is seeking a BEIP grant to support creating 30 new (non-retail) positions in New Jersey. The company has represented that a favorable decision by the Authority to award the BEIP grant is an inducement in the Applicant's decision to go forward with the project (which is to expand in New Jersey rather than out of the State). They are much more focused on the economics, overall net cost savings and features of the prospective site than its distance. The Authority staff recommends the award of the proposed BEIP grant.

**APPROVAL REQUEST:**

**PERCENTAGE:** 25%  
**TERM:** 10 years

The Members of the Authority are asked to approve the proposed BEIP grant and award percentage to encourage Carlos Bakery Inc. to increase employment in New Jersey. The recommended award percentage is based on the company meeting the criteria as set forth on the attached Formula Evaluation and is contingent upon receipt by the Authority of evidence that the company has met said criteria to substantiate the recommended award percentage. If the criteria met by the company differs from that shown on the Formula Evaluation, the award percentage will be raised or lowered to reflect the award percentage that corresponds to the actual criteria that have been met.

**TOTAL ESTIMATED GRANT AWARD OVER TERM OF GRANT:** \$ 45,000  
(not to exceed an average of \$50,000 per new employee over the term of the grant)

**NJ EMPLOYMENT AT APPLICATION:** 110

**ELIGIBLE BEIP JOBS:** Year 1 30 Year 2 0 Base Years Total = 30

**ESTIMATED COST PER ELIGIBLE BEIP JOB OVER TERM:** \$1,500

**ANTICIPATED AVERAGE WAGES:** \$35,000

**ESTIMATED PROJECT COSTS:** \$1,624,000

**ESTIMATED GROSS NEW STATE INCOME TAX - DURING 10** \$180,000

**ESTIMATED NET NEW STATE INCOME TAX - DURING 15** \$225,000

**PROJECT IS:** (X) Expansion ( ) Relocation \_\_\_\_\_

**CONSTRUCTION:** ( ) Yes (X) No

**PROJECT OWNERSHIP HEADQUARTERED IN:** New Jersey

**APPLICANT OWNERSHIP:** (X) Domestic ( ) Foreign

**DEVELOPMENT OFFICER:** D. Johnson

**APPROVAL OFFICER:** D. Sucsuz

## FORMULA EVALUATION

<u>Criteria</u>		<u>Score</u>
1. Location:	<b>Locations Unknown</b>	N/A
2. Job Creation	<b>30</b>	<b>1</b>
	Targeted : _____ Non-Targeted : <u>  X  </u>	
3. Job at Risk:	<b>0</b>	<b>0</b>
4. Industry:	<b>food products</b>	<b>0</b>
	Designated : _____ Non-Designated : <u>  X  </u>	
5. Leverage:	<b>3 to 1 and up</b>	<b>2</b>
6. Capital Investment:	<b>\$1,624,000</b>	<b>1</b>
7. Average Wage:	<b>\$ 35,000</b>	<b>2</b>
<b>TOTAL:</b>		<b>6</b>

**Bonus Increases (up to 80%):**

Located in Planning Area 1 or 2 of the State's Development and Redevelopment Plan	20%	_____
Located in Planning Area 1 or 2 of the State's Development and Redevelopment Plan AND creation of 500 or more jobs	30%	_____
Located in a former Urban Coordinating Council or other distressed municipality as defined by Department of Community Affairs	20%	_____
Located in a brownfield site (defined as the first occupants of the site after issuance of a new no-further action letter)	20%	_____
Located in a center designated by the State Planning Commission, or in a municipality with an endorsed plan	15%	_____
10% or more of the employees of the business receive a qualified transportation fringe of \$ 30.00 or greater.	15%	_____
Located in an area designated by the locality as an "area in need of redevelopment"	10%	_____
Jobs-creating development is linked with housing production or renovation (market or affordable) utilizing at least 25% of total buildable area of the site	10%	_____
Company is within 5 miles of and working cooperatively with a public or non-profit university on research and development	10%	_____
<b>Total Bonus Points:</b>		<b>0 %</b>

**Total Score :**

<b>Total Score per formula:</b>	<b>6 = 25 %</b>
<b>Construction/Renovation :</b>	<b>0 %</b>
<b>Bonus Increases :</b>	<b>0 %</b>
<b>Total Score (not to exceed 80 %):</b>	<b>25 %</b>

**NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY  
PROJECT SUMMARY - BUSINESS EMPLOYMENT INCENTIVE PROGRAM**

**APPLICANT:** Holiday Image LLC

P30774

**PROJECT LOCATION:** TBD

Locations Unknown (N) Unknown County

**GOVERNOR'S INITIATIVES:**

( ) Urban Fund ( ) Other Urban ( ) Edison (X) Core ( ) Clean Energy

**APPLICANT BACKGROUND/ECONOMIC VIABILITY:**

Holiday Image LLC is a full service design company that provides custom holiday decor programs and seasonal visual displays for regional malls, flagship stores, national retailers, hotels and office building lobbies. The company manages the process of designing, manufacturing, distributing, and installing these visual display programs. Holiday Image was established in 2005 and is currently headquartered in Long Island City, New York. The company is economically viable.

**MATERIAL FACTOR:**

Holiday Image is considering relocating its operations. Under consideration is a 67,000 sq ft facility at 60 Metro Way in Secaucus, New Jersey. Also under consideration is moving the company to Newburgh, New York. When the applicant finalizes a location in New Jersey, depending on smart growth criteria, the BEIP score may increase to as high as 80% with an estimated value of \$342,680. Management has indicated that the award of a BEIP grant is a material factor in the company's decision to relocate to New Jersey.

**APPROVAL REQUEST:**

**PERCENTAGE:** 25%

**TERM:** 10 years

The Members of the Authority are asked to approve the proposed BEIP grant and award percentage to encourage Holiday Image LLC to increase employment in New Jersey. The recommended award percentage is based on the company meeting the criteria as set forth on the attached Formula Evaluation and is contingent upon receipt by the Authority of evidence that the company has met said criteria to substantiate the recommended award percentage. If the criteria met by the company differs from that shown on the Formula Evaluation, the award percentage will be raised or lowered to reflect the award percentage that corresponds to the actual criteria that have been met.

**TOTAL ESTIMATED GRANT AWARD OVER TERM OF GRANT: \$** 107,087  
(not to exceed an average of \$50,000 per new employee over the term of the grant)

**NJ EMPLOYMENT AT APPLICATION:** 0

**ELIGIBLE BEIP JOBS:** Year 1 50 Year 2 15 Base Years Total = 65

**ESTIMATED COST PER ELIGIBLE BEIP JOB OVER TERM:** \$1,647

**ANTICIPATED AVERAGE WAGES:** \$37,000

**ESTIMATED PROJECT COSTS:** \$150,000

**ESTIMATED GROSS NEW STATE INCOME TAX - DURING 10** \$428,350

**ESTIMATED NET NEW STATE INCOME TAX - DURING 15** \$535,438

**PROJECT IS:** ( ) Expansion (X) Relocation Long Island City, NY

**CONSTRUCTION:** (X) Yes ( ) No

**PROJECT OWNERSHIP HEADQUARTERED IN:** New York

**APPLICANT OWNERSHIP:**(X) Domestic ( ) Foreign

**DEVELOPMENT OFFICER:** J. Colon

**APPROVAL OFFICER:** K. McCullough

## FORMULA EVALUATION

<u>Criteria</u>		<u>Score</u>
1. Location:	<b>Locations Unknown</b>	<b>N/A</b>
2. Job Creation	<b>65</b>	<b>1</b>
	Targeted : _____ Non-Targeted : <u><b>X</b></u>	
3. Job at Risk:	<b>0</b>	<b>0</b>
4. Industry:	<b>other manufacturing</b>	<b>0</b>
	Designated : _____ Non-Designated : <u><b>X</b></u>	
5. Leverage:	<b>3 to 1 and up</b>	<b>2</b>
6. Capital Investment:	<b>\$150,000</b>	<b>0</b>
7. Average Wage:	<b>\$ 37,000</b>	<b>2</b>
<b>TOTAL:</b>		<b>5</b>

**Bonus Increases (up to 80 %):**

Located in Planning Area 1 or 2 of the State's Development and Redevelopment Plan	20%	_____
Located in Planning Area 1 or 2 of the State's Development and Redevelopment Plan AND creation of 500 or more jobs	30%	_____
Located in a former Urban Coordinating Council or other distressed municipality as defined by Department of Community Affairs	20%	_____
Located in a brownfield site (defined as the first occupants of the site after issuance of a new no-further action letter)	20%	_____
Located in a center designated by the State Planning Commission, or in a municipality with an endorsed plan	15%	_____
10% or more of the employees of the business receive a qualified transportation fringe of \$ 30.00 or greater.	15%	_____
Located in an area designated by the locality as an "area in need of redevelopment"	10%	_____
Jobs-creating development is linked with housing production or renovation (market or affordable) utilizing at least 25% of total buildable area of the site	10%	_____
Company is within 5 miles of and working cooperatively with a public or non-profit university on research and development	10%	_____
<b>Total Bonus Points:</b>		<b>0 %</b>

**Total Score :**

<b>Total Score per formula:</b>	<b>5 = 20 %</b>
<b>Construction/Renovation :</b>	<b>5 %</b>
<b>Bonus Increases :</b>	<b>0 %</b>
<b>Total Score (not to exceed 80 %):</b>	<b>25 %</b>



## FORMULA EVALUATION

<u>Criteria</u>	<u>Score</u>
1. Location: <b>Pennsauken Township</b>	N/A
2. Job Creation <b>35</b>	1
Targeted : _____ Non-Targeted : <u>  X  </u>	
3. Job at Risk: <b>0</b>	0
4. Industry: <b>wholesale</b>	0
Designated : _____ Non-Designated : <u>  X  </u>	
5. Leverage: <b>3 to 1 and up</b>	2
6. Capital Investment: <b>\$2,445,000</b>	1
7. Average Wage: <b>\$ 33,000</b>	2
<b>TOTAL:</b>	<b>6</b>

**Bonus Increases (up to 80%):**

Located in Planning Area 1 or 2 of the State's Development and Redevelopment Plan	20%	<u>20%</u>
Located in Planning Area 1 or 2 of the State's Development and Redevelopment Plan AND creation of 500 or more jobs	30%	_____
Located in a former Urban Coordinating Council or other distressed municipality as defined by Department of Community Affairs	20%	<u>20%</u>
Located in a brownfield site (defined as the first occupants of the site after issuance of a new no-further action letter)	20%	_____
Located in a center designated by the State Planning Commission, or in a municipality with an endorsed plan	15%	_____
10% or more of the employees of the business receive a qualified transportation fringe of \$ 30.00 or greater.	15%	_____
Located in an area designated by the locality as an "area in need of redevelopment"	10%	_____
Jobs-creating development is linked with housing production or renovation (market or affordable) utilizing at least 25% of total buildable area of the site	10%	_____
Company is within 5 miles of and working cooperatively with a public or non-profit university on research and development	10%	_____
<b>Total Bonus Points:</b>		<b>40 %</b>

**Total Score :**

<b>Total Score per formula:</b>	<b>6 = 25 %</b>
<b>Construction/Renovation :</b>	<b>5 %</b>
<b>Bonus Increases :</b>	<b>40 %</b>
<b>Total Score (not to exceed 80 %):</b>	<b>70 %</b>

**NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY  
PROJECT SUMMARY - BUSINESS EMPLOYMENT INCENTIVE PROGRAM**

**APPLICANT:** Torus US Services, Inc. and Affiliates

P30736

**PROJECT LOCATION:** TBD

Locations Unknown (N) Unknown County

**GOVERNOR'S INITIATIVES:**

Urban Fund  Other Urban  Edison  Core  Clean Energy

**APPLICANT BACKGROUND/ECONOMIC VIABILITY:**

Recently formed and still making acquisitions, Torus US Holdings, Inc. and its US affiliates (collectively "Applicant") are subsidiaries of Torus Insurance Holdings Limited (Bermuda). Organized in 2007, Torus Insurance Holdings Limited (Bermuda) has been initially capitalized by First Reserve Corporation, a leading private equity firm specializing in the energy industry. Torus Specialty Insurance Company is doing excess and surplus lines business in 47 states. They are about to acquire another insurance company, which will be their US flagship unit for admitted (licensed) insurance business. Torus US Services, Inc. will be the provider of administrative and IT services to their combined US business.

Torus offers a diverse and growing range of property, casualty and specialty insurance, as well as reinsurance products, to a global client base through its Bermuda, UK, and US insurance subsidiaries. Torus focuses on specialty insurance and reinsurance products that benefit from their analytical underwriting approach. Torus will underwrite large, site specific, unique risks and typically of the type where underwriting performance is improved by a data driven approach supported by extensive knowledge of the underlying asset. A few examples of their complex and large property and casualty insurance risks are on and offshore energy, power & utility, construction, and environmental underwriting.

An additional investment of \$185 million will increase Torus' equity capital to over \$1 billion. A.M. Best has rated Torus' financial strength A- (Excellent) based on performance forecasts and A.M. Best's specific insurance start-up criteria. A review of their financial statements and business plan indicates economic viability for this group of companies.

If the Applicant chooses Jersey City, Newark, Paterson or New Brunswick, based on the smart growth criteria of those cities, the BEIP score may increase to 80%, at which percentage an estimated amount of the grant would be \$6,184,000.

Torus is about to establish and make a long term strategic decision on their permanent US home office, and the site selection process is underway.

**MATERIAL FACTOR:**

The Applicant is seeking a BEIP grant to support creating 200 new (non-retail) positions in New Jersey. The company has represented that a favorable decision by the Authority to award the BEIP grant is an inducement in the Applicant's decision to go forward with the project (which is to stay and expand in New Jersey and to transform its smaller Jersey City presence into a much larger US home office). The Authority staff recommends the award of the proposed BEIP grant.

**APPROVAL REQUEST:**

**PERCENTAGE:** 40%

**TERM:** 10 years

The Members of the Authority are asked to approve the proposed BEIP grant and award percentage to encourage Torus US Services, Inc. and Affiliates to increase employment in New Jersey. The recommended award percentage is based on the company meeting the criteria as set forth on the attached Formula Evaluation and is contingent upon receipt by the Authority of evidence that the company has met said criteria to substantiate the recommended award percentage. If the criteria met by the company differs from that shown on the Formula Evaluation, the award percentage will be raised or lowered to reflect the award percentage that corresponds to the actual criteria that have been met.

**TOTAL ESTIMATED GRANT AWARD OVER TERM OF GRANT: \$ 3,092,000**

**(not to exceed an average of \$50,000 per new employee over the term of the grant)**

**NJ EMPLOYMENT AT APPLICATION: 45**

**ELIGIBLE BEIP JOBS: Year 1 50 Year 2 150 Base Years Total = 200**

**ESTIMATED COST PER ELIGIBLE BEIP JOB OVER TERM: \$15,460**

**ANTICIPATED AVERAGE WAGES: \$100,000**

**ESTIMATED PROJECT COSTS: \$1,495,000**

**ESTIMATED GROSS NEW STATE INCOME TAX - DURING 10 \$7,730,000**

**ESTIMATED NET NEW STATE INCOME TAX - DURING 15 \$8,503,000**

**PROJECT IS: (X) Expansion ( ) Relocation \_\_\_\_\_**

**CONSTRUCTION: ( ) Yes (X) No**

**PROJECT OWNERSHIP HEADQUARTERED IN: New Jersey**

**APPLICANT OWNERSHIP: ( ) Domestic (X) Foreign Bermuda**

**DEVELOPMENT OFFICER: M. Abraham**

**APPROVAL OFFICER: D. Sucsuz**

## FORMULA EVALUATION

<u>Criteria</u>		<u>Score</u>
1. Location:	<b>Locations Unknown</b>	N/A
2. Job Creation	<b>200</b>	3
	Targeted : _____ Non-Targeted : <u>  X  </u>	
3. Job at Risk:	<b>45</b>	1
4. Industry:	<b>Financial services</b>	2
	Designated : <u>  X  </u> Non-Designated : _____	
5. Leverage:	<b>3 to 1 and up</b>	2
6. Capital Investment:	<b>\$1,495,000</b>	1
7. Average Wage:	<b>\$ 100,000</b>	4
<b>TOTAL:</b>		<b>13</b>

**Bonus Increases (up to 80%):**

Located in Planning Area 1 or 2 of the State's Development and Redevelopment Plan	20%	_____
Located in Planning Area 1 or 2 of the State's Development and Redevelopment Plan AND creation of 500 or more jobs	30%	_____
Located in a former Urban Coordinating Council or other distressed municipality as defined by Department of Community Affairs	20%	_____
Located in a brownfield site (defined as the first occupants of the site after issuance of a new no-further action letter)	20%	_____
Located in a center designated by the State Planning Commission, or in a municipality with an endorsed plan	15%	_____
10% or more of the employees of the business receive a qualified transportation fringe of \$ 30.00 or greater.	15%	_____
Located in an area designated by the locality as an "area in need of redevelopment"	10%	_____
Jobs-creating development is linked with housing production or renovation (market or affordable) utilizing at least 25% of total buildable area of the site	10%	_____
Company is within 5 miles of and working cooperatively with a public or non-profit university on research and development	10%	_____

**Total Bonus Points:**

**0 %**

**Total Score :**

<b>Total Score per formula:</b>	<b>13 = 40 %</b>
<b>Construction/Renovation :</b>	<b>0 %</b>
<b>Bonus Increases :</b>	<b>0 %</b>
<b>Total Score (not to exceed 80 %):</b>	<b>40 %</b>

**BUSINESS RETENTION AND RELOCATION ASSISTANCE  
GRANT**



**NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY**  
**Business Retention and Relocation Assistance Grant of Tax Credits**  
**Project Summary - Page 2 of 2**

award amount. If the criteria met by the company differs from that shown herein, the award amount will be raised or lowered to reflect the award amount that corresponds to the actual criteria that have been met.

<b>TOTAL ESTIMATED GRANT AWARD:</b>	\$	1,111,500
<b>GRANT AMOUNT PER RETAINED EMPLOYEE (\$1,500 ⇔ ≥500):</b>	\$	1,500
<b>NEW JERSEY EMPLOYMENT AT APPLICATION (FT, W2):</b>		2,607
<b>ELIGIBLE BRRAG JOBS:</b>		741
<b>ANTICIPATED AVERAGE WAGES:</b>	\$	88,963
<b>ESTIMATED PROJECT COST:</b>	\$	2,800,789
<b>ESTIMATED TOTAL GROSS ANNUAL PAYROLL:</b>	\$	65,921,583
<b>ESTIMATED TOTAL GROSS STATE WITHOLDINGS 1YR:</b>	\$	2,328,279
<b>ESTIMATED TOTAL GROSS STATE WITHOLDINGS 5YRS:</b>	\$	11,641,393

**PROJECT IS:** ( ) Expansion (X) Relocation  
**CONSTRUCTION:** ( ) Yes (X) No  
**DEVELOPMENT OFFICER:** M. Abraham      **APPROVAL OFFICER:** D. Sucsuz

**NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY  
PROJECT SUMMARY – SALES and USE TAX EXEMPTION**

**APPLICANT:** United Parcel Service General Services Co. and/or Affiliates

**COMPANY ADDRESS:** 435 South Street                      Morristown                      Morris County

**PROJECT LOCATION(S):** 1655 Valley Road                      Wayne Township                      Passaic County  
340 MacArthur Blvd                      Mahwah Township                      Bergen County  
500 Franklin Turnpike                      Ramsey Boro                      Bergen County  
640 Winters Avenue                      Paramus Boro                      Bergen County

**GOVERNOR’S INITIATIVES:**

Urban Fund                       Other Urban                       Edison                       Core                       Clean Energy

**APPLICANT BACKGROUND:**

Founded in 1907, United Parcel Service, Inc. (NYSE: UPS), has grown to become the world's largest package delivery and global transportation company, operating in more than 200 countries and territories, employing 425,000 people worldwide, with annual revenue of \$51.5 billion in 2008. Now its operations include logistics and other transportation-related areas, such as supply chain management, freight forwarding, and related IT operations.

As a subsidiary, United Parcel Service General Services Co. focuses on supporting the entire UPS operations, primarily in the information technology and data center services. This is the backbone of everything at UPS since technology powers virtually every service UPS offers and every operation they perform.

Due to high operating costs, United Parcel Service General Services Co. is planning to close one of the four data processing and system applications facilities in New Jersey (the one in Morristown - with 776 employees, including consultants). The company is contemporaneously proceeding with a BRRAG application.

**MATERIAL FACTOR:**

The Applicant is seeking a BRRAG grant and a sales and use tax exemption (STX) to support retaining and relocating 751 STX eligible existing employees in New Jersey (602 STX eligible employees to Wayne, 36 to Mahwah, 17 to Ramsey, and 96 to Paramus). The company has represented that a favorable decision by the Authority to award the Sales and Use Tax Exemption along with the BRRAG grant is a material factor in the Applicant's decision to remain and relocate within New Jersey and therefore to pick New Jersey over New York, Georgia and Nevada.

According to the Applicant, at the time of their application, our application and/or regulations did not make it clear of the requirement that the awarding of this benefit is subject not only to the demonstration of a material factor in a certain format and character as of the application acceptance date but also to the continuation or preservation of the same until the date it was formally presented to our Board (i.e., a misunderstanding or lack of clarity in its timing and/or duration). While we are considering or planning to make necessary changes to our application, product literature and/or regulations for this program, since UPS has represented that they had heavily relied on the current form of the application and had a fairly good reason to believe that they had already satisfied and fully complied with such requirement at the time of application acceptance and on the following days, after extensive and long consultations with the DAG’s office, an approval of this benefit application is recommended subject to the full discretion of the Board.

**APPROVAL REQUEST:**

**COMMITMENT DURATION (TERM):** 5 years

Authority assistance will induce the applicant to relocate its operations to a new 117,889 sf facility located on 10.98 acres of land in Wayne along with 3 other existing sites in Northern New Jersey. The business will be exempt from sales and use tax for eligible property located or placed at the eligible business location(s) for the renovation project pursuant to the terms and conditions of a project agreement. The sales tax exemption certificate

**NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY  
PROJECT SUMMARY – SALES and USE TAX EXEMPTION**

**Project Summary - Page 2 of 2**

applies only to property purchased for installation at the approved project site(s) and will allow the business to purchase machinery, equipment, furniture and furnishings, fixtures, and building materials, other than tools and supplies, without the imposition of sales and use tax. The sales tax exemption (STX) is administered pro rata to reflect the eligible scope of the project, based on the number of retained STX eligible full-time jobs, increased no more than 20 percent, relative to the sum of all of jobs/employees located at the approved project site(s) during the commitment duration period, subject to the Act, Regulations, and the terms of the Project Agreement. The recommended benefit is contingent upon receipt by the Authority of evidence that the company has met certain criteria to substantiate the recommended benefit amount. If the criteria met by the company differs from that shown herein, the benefit amount will be raised or lowered to reflect the benefit amount that corresponds to the actual criteria that have been met.

<b>ESTIMATED ELIGIBLE EXPENSES:</b>	\$	2,800,789
<b>ESTIMATED VALUE OF STX:</b>	\$	62,738
<b>RETAINED/MOVED STX ELIGIBLE EMPLOYEES:</b>		751
<b>ALL EMPLOYEES BENEFITTING FROM STX PROJECT:</b>		2,607
<b>NEW JERSEY EMPLOYMENT AT APPLICATION (ALL):</b>		2,784
<b>ANTICIPATED AVERAGE WAGES:</b>	\$	88,963
<b>ESTIMATED TOTAL GROSS ANNUAL PAYROLL:</b>	\$	65,921,583
<b>ESTIMATED TOTAL GROSS STATE WITHHOLDINGS (5YRS):</b>	\$	11,641,393
<b>PROJECT LOCATION IS IN PLANNING AREA 1 OR 2:</b>		Yes
<b>PROJECT IS:</b> ( ) Expansion (X) Relocation		
<b>CONSTRUCTION:</b> ( ) Yes (X) No		
<b>DEVELOPMENT OFFICER:</b> M. Abraham		<b>APPROVAL OFFICER:</b> D. Sucsuz

**BROWNFIELD REIMBURSEMENT PROGRAM**



## MEMORANDUM

To: Members of the Board

From: Caren S. Franzini  
Chief Executive Officer

Date: April 13, 2010

Subject: **Application for Brownfield Reimbursement Agreement  
F. Greek Newco 377, L.L.C.**

### Summary:

The Members are asked to approve the Brownfield application of **F. Greek Newco 377, L.L.C.** for reimbursement of clean-up costs for a Carteret, Middlesex County redevelopment project under a Brownfield Reimbursement Agreement with the New Jersey Economic Development Authority (“Authority”) and the State Treasurer, pursuant to the Brownfield and Contaminated Site Remediation Act, P.L. 1997, c. 278 (N.J.S.A. 58:10B-1 et seq.) (the “Act”). The recommended reimbursement is **75% of the actual remediation costs**, not to exceed **\$2,411,692**. **The estimated remediation costs are \$3,215,590.**

### **Project Description:**

- The property or “site” is a 12-acre parcel located at 377 Roosevelt Avenue, designated as Block 6.02, Lots 6 and 7 in the City of Carteret.
- The Developer’s planned cleanup, remediation and redevelopment of this property includes the construction of a 256,175 square foot state-of-the-art warehouse and distribution facility.
- Neither the Developer nor its representatives are responsible for any of the historic or present contamination on the site property.
- Remedial investigations have confirmed site-wide contaminants consisting of historic fill and other soil impacts associated with prior operations that exhibit concentrations of volatile organic compounds (VOC’s), semi-volatile organic compounds (SVOC’s), various metals, PCBs and TPHCs at concentrations above NJ Department of Environmental Protection (DEP) standards.
- F. Greek Newco 377, has obtained Final Site Plan approval for the warehouse redevelopment from the Borough of Carteret. Approvals to proceed with the remedial action plan, demolition, and redevelopment construction have been obtained and the Remedial Action Work Plan (RAWP) was approved by DEP on April 7, 2008.
- The proposed warehouse redevelopment is consistent with the economic development recommendations for the site, and is consistent with the Borough’s Master Plan that includes pursuit of revitalization through private investment and reuse as a light-industrial sector to promote employment and increase the Borough’s tax base. Approximately 20 new permanent jobs will be created. New property taxes for the City of Carteret, as well as new Sales and Corporate Business tax revenue will be generated for the State of New Jersey.

**Anticipated remediation costs: \$3,215,590**

**Recommended reimbursement: 75% of the actual remediation costs, not to exceed \$2,411,692  
(75% of \$3,215,590)**

The Authority received an application for a Brownfield Redevelopment Agreement for F. Greek Newco 377, L.L.C., requesting the reimbursement of up to 75% of approved remediation costs for remediation and a redevelopment project. In accordance with the Act, approval of the application by the Authority and the State Treasurer requires finding that the site, the redevelopment project and the clean-up meet statutory economic development and fiscal requirements. Reimbursement under the Redevelopment Agreement is contingent upon the Department of the Treasury ("Treasury") finding that the Project generates sufficient tax revenue to exceed the reimbursement amount and upon the Department of Environmental Protection (DEP) determination that the remediation costs are eligible under the Act and the Agreement. NJ Treasury has found that the project developer and tenants will generate sufficient CBT Tax revenues to provide for reimbursement under this program.

Reimbursement starts once the project has been constructed on the remediated site, only after eligible costs have been approved by DEP and new tax revenues have been generated. Treasury annually tracks taxes received from job sites and remits reimbursement equal to a percentage of funds collected during the year.

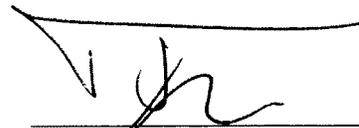
This applicant is also seeking a \$1,250,000 loan (P30383) under the LDFP program. This loan would be a component of an overall financing package that will support the construction of a 256,000 square foot warehouse facility. The proposed LDFP loan is being simultaneously presented for approval.

**Recommendation:**

Authority staff has reviewed the F. Greek Newco 377, L.L.C., application and finds that it is consistent with eligibility requirements of the Act. Treasury, in reviewing the application, has notified the Authority of the adequacy of the Project's estimated tax revenues and specified the percentage reimbursement of remediation costs. Therefore, it is recommended that the Members approve the application and authorize the CEO of the Authority to execute a Brownfield Reimbursement Agreement with F. Greek Newco 377, L.L.C. and the State Treasurer.



Alex Pavlovsky  
Senior Urban Development Officer



Tim Lizura  
Senior Vice President, Business Development



Odis Jones  
Director, Urban and Site Development

Prepared by: Alex Pavlovsky, Urban & Site Development

**NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY  
BROWNFIELD AND CONTAMINATED SITE  
REMEDICATION ACT PROGRAM (BCSRP)  
PROJECT SUMMARY  
F. Greek Newco 377, L.L.C.  
April 13, 2010**

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**Applicant:**

- **Owner(s) and Developer(s):** F. Greek Newco 377, L.L.C.
- **Principals:** Frank Greek, Jr., Managing Member; Frank Greek Development; and Frank A. Cardaci, President, ASA Apple Inc.
- **Site Location:** The Site is a 12-acre parcel located at 377 Roosevelt Avenue, designated as Block 6.02-6.1, Lots 6 and 7 in the City of Carteret.
- F. Greek Newco has obtained Final Site Plan approval for the warehouse redevelopment from the Borough of Carteret. Approvals to proceed with the remedial action plan, demolition, and redevelopment construction have been obtained.
- A pre-application meeting was held between the project representatives and officers from the NJ Dept. of Environmental Protection (DEP), NJ Treasury and NJEDA on October 14, 2009. Prior to the meeting on June 7, 2000, The Memorandum of Agreement (MOA) was accepted by the NJ Department of Environmental Protections (DEP), and DEP Case Number **00-05-17-0250-21** was assigned to the file. A copy of the MOA was provided in the Brownfield Reimbursement application.
- The property was originally subject to the Environmental Cleanup and Responsibility Act (ECRA) which was triggered by cessation of operations at the Site following a fire that occurred in 1989. Since the replacement of ECRA in 1993, the site is now subject to the Industrial Site Recovery Act and ISRA Case No. E90492 was assigned by DEP.
- Pursuant to the MOA, the developer intends to implement the site-wide remedial action plan that addresses the historic fill and groundwater at the building footprint and roadway development and construction plans.

**Programs:**

- The Brownfield and Contaminated Site Reimbursement Program (BCSRP) remediation application was presented based on pre-application meeting results. The benefit will be administered as a reimbursement of approved remediation costs based on the collection of applicable taxes from the project site contained in the application submission.
- The property is an identified Brownfield site and is currently underutilized, contaminated and is perceived by the community as a social and economic blight by the Borough of Carteret.

**Project:**

- Remedial investigations have confirmed site-wide contaminants consisting of historic fill and other soil impacts associated with prior operations that exhibit concentrations of volatile organic compounds (VOC's), semi-volatile organic compounds (SVOC's), various metals, PCBs and TPHCs at concentrations above NJ Department of Environmental Protection (DEP) standards.
- F. Greek Newco 377 has obtained Final Site Plan approval for warehouse redevelopment from the Borough of Carteret and approvals to proceed with the remedial action plan, demolition, and redevelopment construction have been obtained. The Remedial Action Work Plan (RAWP) was approved by DEP on April 7, 2008. Additionally, on Sept 23, 2009, DEP completed, reviewed

and approved a Vapor Investigation & Proposed Vapor Depressurized System Design Report and found that the project plan is in compliance with the Technical Requirements for Site Remediation, N.J.A.C. 7:26E.

### **Description of Jobs**

- The Developer has agreed to and understands that from onset through completion during the remediation, redevelopment, and construction, they are obligated to abide by NJ Prevailing Rules and Regulations.
- During remediation and construction activities new union construction jobs with a wide range of trades will be created. Following construction, an estimated 20 new permanent jobs with a wide-range of skill sets will be created.

### **Qualifications:**

- F. Greek Newco 377 L.L.C. is eligible to enter into a Brownfield Redevelopment Agreement as it is not liable for the remediation of any of the property pursuant to the New Jersey Spill Compensation and Control Act, N.J.S.A. 58:10B-27(a); has not discharged any “contaminant” at the site, nor associated with any entity that is in any way responsible for hazardous substances contamination or discharge emanating from the site.

#### **1. The economic feasibility of the redevelopment project**

- Total project cost is estimated to be \$25,981,931.
- The developer has signed a lease with the major tenant, ASA Apple Inc. which will occupy 256,175 square feet in the building. The developer has also received a commitment for commercial financing for the building, thereby making the project feasible.

#### **2. The extent of the economic and related social distress in the municipality**

- The City of Carteret has experienced a decline in tax ratables and jobs over the past several years. Unemployment data from 2008 shows unemployment rate of 5.4% and with the current economic downturn is likely raised in 2010. The proposed warehouse will create employment opportunities that are not currently available within the community.

#### **3. The degree to which the redevelopment project will advance State, regional, and local development and planning strategies**

- The proposed warehouse redevelopment is located within PA-1, or Metropolitan Planning District, which is a Smart Growth are set forth by the SDRP, and supports the Statewide goal to protect the environment, prevent and clean up pollution.
- Redevelopment of the Site is strongly supported by the Borough of Carteret and advances the goals and objectives of Carteret’s Redevelopment and Master Plan for this designated Redevelopment Area, which includes new commercial development to increase the City’s tax ratables, create jobs, and facilitate economic revitalization of the tax base.
- Redevelopment of the property will restore the underutilized and contaminated property to productive commercial use.

#### **4. The likelihood that the redevelopment project shall upon completion be capable of generating new tax revenue in an amount in excess of the amount necessary to reimburse the developer for the remediation costs as provided in the redevelopment agreement**

- State Taxes will exceed the amount necessary to reimburse the developer. In the first 10 years of the Project's operation, an estimated \$2,539,084 of CBT taxes will be generated based on projected new corporate tax data provided by F. Greek Newco and the tenant.
- A reimbursement timeline of 10 years is therefore anticipated for the Brownfield Redevelopment Agreement.

**5. The relationship of the development project to a comprehensive local development strategy, including other major projects undertaken within the municipality**

- The property is under-utilized and will be transformed into a viable warehouse that is compatible with planning goals set by the City of Carteret and complies with the Master Plan for City and redevelopment designation.
- The completion of the warehouse and distribution center has the potential to spur similar redevelopment of other properties in the area that are currently under-utilized.

**6. The need of the redevelopment agreement to the viability of the redevelopment project**

- Approval of the Brownfield Redevelopment Agreement Application is a critical factor in F. Greek Newco's decision to close on the subject property and commit to the Site-wide remediation and redevelopment of the Site.
- As shown in the applicant's proforma, the development financial returns are below market without the reimbursement provided by the Brownfield Program. These projected returns have been reviewed and verified by Authority staff.

**7. The degree to which the redevelopment project enhances and promotes job creation and economic development.**

- During remediation and construction activities of the proposed 256,175 square foot warehouse and state-of-the-art distribution center will create new union construction jobs with a wide range of trades. Following construction, an estimated 20 new permanent jobs with a wide-range of skill sets will be created.
- The proposed warehouse will create employment opportunities that are not currently available within the community.

**Recommended Reimbursement**

After completing an independent review of the application, the Treasurer recommends authorizing F. Greek Newco 377, L.L.C. to be eligible for reimbursement of **75% of the actual remediation costs, not to exceed \$2,411,692 (75% of \$3,215,590)**, pending the issuance of a Response Action Outcome (RAO) from the Department of Environmental Protection (DEP).

**UEZ/SALEM SALES TAX EXEMPTION**



## MEMORANDUM

**TO:** Members of the Authority

**FROM:** Caren S. Franzini  
Chief Executive Officer

**DATE:** April 13, 2010

**SUBJECT:** Siegfried (USA), Inc.

The members are asked to approve the Salem County Energy Sales Tax Exemption (“STX”) Renewal Application of Siegfried (USA), Inc. (“SUI”) is a manufacturer of active pharmaceutical ingredients(API’s) for sale to multi-national pharmaceutical companies. SUI is located in Pennsville. SUI was originally approved for the program in March 2006. They have qualified and been approved annually for renewal since then. The estimated annualized STX benefit to SUI is \$128,000, which is based on the prior twelve months electric and gas usage multiplied by 7% sales tax.

To qualify for STX, a company must be a manufacturer with a minimum of 50 full-time employees, have 50% of its workforce involved in the manufacturing process and certify that it is not in default with any State program. SUI has 163 employees with 85% involved in the manufacturing process. In addition, the company has certified that it is not in default under any State program (confirmed by the Department of Labor and Workforce Development and the Division of Taxation). As a result, it is recommended that SUI be granted a renewal through March 22, 2011.



Caren S. Franzini

**Prepared by:** Tyshon Lee



**MEMORANDUM**

**TO:** Members of the Authority

**FROM:** Caren S. Franzini  
Chief Executive Officer

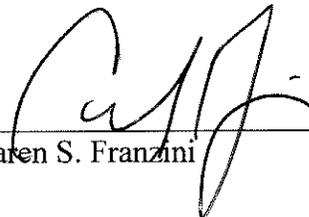
**DATE:** April 13, 2010

**SUBJECT:** **Alcan Global Pharmaceutical Packaging, Inc.**

The members are asked to approve the Urban Enterprise Zone (“UEZ”) Energy Sales Tax Exemption (“U-STX”) Renewal Application of Alcan Global Pharmaceutical Packaging, Inc. (“AGPP”), a manufacturer that is located in Millville. AGPP was originally approved for the program on October 29, 2004. They have qualified and been approved annually for renewal since then. The estimated annualized U-STX benefit to AGPP is \$671,000, which is based on the prior twelve months electric and gas usage multiplied by 7% sales tax.

To qualify for a U-STX, a company must be a UEZ-certified manufacturer with at least 250 full-time employees, at least 50% of whom are involved in the manufacturing process. In addition, the company must certify that it is not in default with any other State program.

AGPP has 3 UEZ certified facilities in Millville with 521 employees of whom 85% are involved in the manufacturing process. In addition, the company has certified that it is not in default under any State program and the Department of Labor and Workforce Development and the Division of Taxation attest that they are not aware of any defaults. Having met all statutory and regulatory requirements, it is recommended that AGPP be granted a renewal, which would continue through September 24, 2010.

  
\_\_\_\_\_  
Caren S. Franzini

**Prepared by:** Tyshon Lee

## **BOARD MEMORANDUMS**



**MEMORANDUM**

**TO:** Members of the Authority

**FROM:** Caren S. Franzini  
Chief Executive Officer

**DATE:** April 13, 2010

**SUBJECT:** Elizabeth Industrial Center, LLC (“EIC”)  
P28461

**Request:**

The purpose of this memo is to request that the Members of the EDA Board modify a \$2 million Clean Energy Solutions Capital Investment (“CESCI”) loan approval. This modification will reflect changes in the borrower, primary source of loan repayment, collateral composition, support from personal guarantor, and risk rating.

**Background:**

On November 10, 2009, the Members of the Board approved a \$2 million CESCI loan to Mejour Betty, LLC. Note that subsequent to board approval, the Mejour Betty, LLC name was dissolved and changed to Elizabeth Industrial Center, LLC (“EIC”). This project involves the purchase and installation of a 650kW solar electric system consisting of 3,025 215 WDC solar panels. The solar system is estimated to reduce greenhouse gas (GHG) emissions by 11,671 Metric Tons over its 25-year useful life. Based on the applicant’s current electrical usage and rates at the time of this writing, it is estimated that the solar system will create approximately \$102,000 in annual energy cost savings. This savings amounts to about 44% of the applicant’s current electrical needs.

Approval of this modification is requested. All other items as stated in the original approval will remain the same.

**Prepared by:** David A. Lawyer, Senior Credit Underwriter



**MEMORANDUM**

**TO:** Members of the Authority

**FROM:** Caren S. Franzini  
Chief Executive Officer

**DATE:** April 13, 2010

**SUBJECT:** Food Basics, Inc. (“Food Basics” or the “Company”)  
P29588

**Request:**

The purpose of this memo is to request that the Members of the EDA Board modify a \$1 million Urban Plus loan approval reflecting several significant changes to the original approval. This modification will reflect a change in the projects sources of financing and the Authority’s collateral position and composition.

**Background:**

On January 12, 2010, the Members of the Board approved a \$1 million Urban Plus loan to Food Basics. This project involves the re-development of an existing 30,531 square foot vacant storefront located in the Renaissance Plaza Shopping Center in Atlantic City, NJ into a Food Basics supermarket. Food Basics operates as a limited-service supermarket and is a wholly-owned subsidiary of The Great Atlantic & Pacific Tea Company, Inc. The Great Atlantic & Pacific Tea Company, Inc., operates under the trade name of “A&P”.

Approval of this modification is requested. All other items as stated in the original approval will remain the same.

**Prepared by:** David A. Lawyer, Senior Credit Underwriter



**MEMORANDUM**

**TO:** Members of the Authority

**FROM:** Caren S. Franzini  
Chief Executive Officer

**DATE:** April 13, 2010

**SUBJECT:** New Jersey UrbanAmerica Advantage Fund, L.P.  
30 Broad Street, 35th Floor  
New York, NY 10004

**Request:**

The purpose of this memo is to request that the Members of the EDA Board extend the commitment expiration date of a \$5 million limited partnership investment in the New Jersey UrbanAmerica Advantage Fund, L.P., from 4/11/10 to 10/31/10.

**Background:**

On October 13, 2009, the Members of the EDA Board approved a request to make up to a \$5 million limited partnership investment in the New Jersey UrbanAmerica Advantage Fund, L.P. Formed in 1998, UrbanAmerica (“UA”) is a registered investment advisor specializing in the urban real estate investment market. UA created two prior funds raising a total \$521 million and executed over \$2 billion in transactions creating 6,100 jobs through its ten-year investment history.

Investors of UA include large public and private pension funds, banks, and insurance companies. UA’s portfolio consists of anchored retail, office, industrial, multifamily and hospitality assets. The office portfolio is characterized by institutional tenants, including government services, academic institutions, and health care providers.

As a condition of closing our investment, UA was required to complete an initial closing on \$40 million of investor capital six months after the Authority Board’s approval. Since the EDA Board approved the investment on 10/13/09, the initial closing is required to occur prior to 4/11/10. The initial closing, however, will not take place prior to 4/11/10 reflecting the US economic recession which has created an environment of uncertainty, and investors have slowed their investment decision making processes.

The principals of UA provided a list of their fund raising efforts which illustrates an estimated range of \$95 million to \$175 million of “soft commitments” from six investors. Marketing material mailings, initial and follow up meetings have been completed with an additional 14 potential investors. Based on fund raising efforts to date, UA expects to close on \$40 million of commitments by June 2010. A six month extension has been requested to provide an additional three month buffer beyond June 2010 to accommodate any additional unexpected delays. In June 2010, the Authority will require an update from UA regarding its funding progress. UA will have until 10/31/10 to close on the first round with a minimum investment of \$40 million.

All other items in the original approval dated October 13, 2009 will remain the same.

**Prepared by:** David A. Lawyer, Senior Credit Underwriter

**MEMORANDUM**

**TO:** Members of the Authority

**FROM:** Caren S. Franzini  
Chief Executive Officer

**DATE:** April 13, 2010

**SUBJECT:** Delegated Authority Approvals – 1st Quarter 2010  
*For Informational Purposes Only*

Below is a summary of the Delegated Authority approvals prepared by Portfolio Services during the 1st Quarter of 2010:

<u>Project Name</u>	<u>EDA Exposure</u>	<u>Action</u>
Agilence, Inc.	\$1,018,309	Restructure payments from monthly to annually based on a progressive percentage of revenues over a five year term. In exchange, EDA will receive a lien on IP and 207,693 additional warrants at \$0.115 per share for 10 years.
Chromis Fiberoptics, Inc.	\$522,652	Restructure payments from monthly to annually based on a progressive percentage of revenues over a five year term. In exchange, EDA will file lien on IP and 61,183 additional warrants at \$2.45 per share for 10 years.
Tri County Community Action Agency	\$116,314	Extend loan maturity for five years on a seven year amortization.
Phillips, Brian and Patricia A.	\$50,614	Extend EDA's \$50,614 participation in The Bank's \$207,511 loan for 3 years with a 15 year amortization.



**Prepared by:** Daniel Weick



NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY

**MEMORANDUM**

**TO:** Members of the Authority

**FROM:** Caren S. Franzini, Chief Executive Officer

**DATE:** April 13, 2009

**SUBJECT:** Projects Approved Under Delegated Authority - **For Informational Purposes Only**

The following projects were approved under Delegated Authority in March 2010:

**New Jersey Business Growth Fund:**

- 1) 1100 State Street LLC and Arline Construction Services LLC (P30621), are located in Camden City, Camden County. 1100 State Street LLC is a real estate holding company that was formed to purchase the project property. Arline Construction Services LLC was founded in 2004 as a provider of construction for commercial, government buildings and government subsidized housing projects. PNC Bank approved a \$360,000 loan with a five-year, 50% guarantee, not to exceed \$180,000. Loan proceeds will be used to purchase real estate. The company currently has fourteen employees and plans to create an additional ten new positions within the next two years.
- 2) Candace Real Estate Holding LLC and Happy Today and Bright Tomorrow LLC (P30893) are located in Union City, Hudson County. Candace Real Estate Holding LLC is the owner of the project property. Happy Today and Bright Tomorrow LLC was founded in 2000 as a learning daycare school for children ages 1-6. PNC Bank approved a \$470,000 loan with a five-year, 25% guarantee, not to exceed \$117,500. Loan proceeds will be used to refinance real estate. Currently, the company has nine employees and plans to create an additional three new positions over the next two years.
- 3) Charles Chiango and CVC JR LLC (P30712), is located in Washington Township, Gloucester County. CVC JR LLC, d/b/a Egizi Funeral Home, was established in 1970. Charles Chiango acquired the business in 2002. PNC Bank approved a \$350,000 loan with a five-year, 25% guarantee, not to exceed \$87,500. Loan proceeds will be used to refinance existing real estate. Currently, the company has two employees and plans to create an additional two new jobs over the next two years.
- 4) DB Land Holdings LLC and Innovative Orthodontics, LLC (P30126), located in Gloucester City, Camden County, was founded in 2006 as a provider of standard orthodontic services. PNC Bank approved a \$459,000 loan with a five-year, 25% guarantee, not to exceed \$114,750. Loan proceeds will be used to purchase real estate. Currently, the company has six employees and plans to create five additional jobs over the next two years.

- 5) Funeral Associates of NJ LLC (P30919), a real estate holding company, is located in Monroe Township, Gloucester County. The operating company, Farnelli Funeral Home, is a family owned business that was formed in 1960. PNC Bank approved a \$335,000 loan with a five-year, 25% guarantee, not to exceed \$83,750. Loan proceeds will be used to refinance real estate. The company currently has three employees and plans to create two new jobs within the next two years.
- 6) Healthpoint Condominium LLC and Healthpoint Medical Group LLC (P30523) are located in Old Bridge Township, Middlesex County. Healthpoint Condominium LLC is a newly formed real estate holding company formed to purchase the project property. The operating company, Healthpoint Medical Group LLC, is a medical practice that specializes in internal medicine, orthopedic surgery, clinical pain management and ambulatory surgery procedures. PNC Bank approved a \$630,000 loan with a five-year, 25% guarantee, not to exceed \$157,500. Loan proceeds will be used to purchase property to be occupied by the operating company. The company currently has four employees and plans to create four new positions within the next two years.
- 7) Jason Ventures Limited Liability Company (P30826), located in Gibbsboro Borough, Camden County, is a newly formed real estate holding company affiliated with Cory Communications. The operating company was established in 2001 as a telecommunications consulting firm that works with business and residential clients to address all of their telecommunication needs. PNC Bank approved a \$188,000 loan with a five-year, 25% guarantee, not to exceed \$47,000. Loan proceeds will be used to purchase commercial property. The company currently has five employees and plans to create an additional four new positions within the next two years.
- 8) LOJ Properties LLC and Lee's Development Services LLC (P30583) are located in South Orange Village, Essex County. LOJ Properties LLC was formed in 2006 as a real estate investment company that owns the project property. Lee's Development Services LLC was formed in 2003 as a provider of speech, physical and mental health therapy services to New Jersey residents. PNC Bank approved a \$348,000 loan with a five-year, 25% guarantee, not to exceed \$87,000. Loan proceeds will be used to refinance an existing mortgage. Currently, the company has 27 employees and plans to create an additional eight new positions within the next two years.
- 9) Vogel Bus Company, Inc. (P30808), located in Roselle Borough, Union County, was established in 1955 as a provider of school bus transportation to several area school districts including Edison, Westfield and Plainfield. PNC Bank approved a \$380,000 loan with a five-year, 25% guarantee, not to exceed \$95,000. Loan proceeds will be used to purchase eight new buses. The company currently has 180 employees and plans to create an additional eight new positions within the next two years.

**NJ Main Street Program:**

- 1) NexAge Technologies USA, Inc. (P30181), located in Woodbridge Township, Middlesex County, was founded in 1999 as a professionally managed IT/software services firm. Bank of America approved a \$500,000 working capital line of credit, contingent upon a 50% guarantee of principal outstanding, not to exceed \$250,000. Currently, the company has 51 employees.

**Preferred Lender Program:**

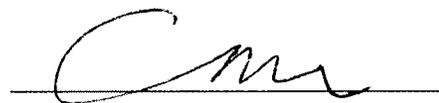
- 1) ECL Properties, LLC (P29441), located in Harrison Township, Gloucester County, was established in 1995 as a provider of consulting and project management services for large-scale construction projects. Susquehanna Bank approved a \$590,000 loan contingent upon a \$177,000 (30%) Authority participation. Proceeds will be used to purchase commercial property. The company currently has fifteen employees and plans to create an additional eleven new positions within the next two years.
- 2) MKMK of NJ, LLC (P30735), located in Washington Township, Gloucester County, is a newly formed real estate holding company created to purchase the project property. The operating company, JVK of NJ, LLC was formed in 2008 as a provider of commercial laundry services primarily to the healthcare system. They are looking to open a facility in Turnersville, NJ as an opportunity to grow their business by servicing Philadelphia and surrounding area hospitals. Susquehanna Bank approved a \$1,065,000 loan contingent upon a \$319,500 (30%) Authority participation. Proceeds will be used to purchase commercial property. The company plans to create 70 new jobs within the next two years.

**Small Business Fund Program:**

- 1) Artisan Oven, Inc. (P29437), located in Hackensack City, Bergen County, was founded approximately 30 years ago as a wholesale commercial bakery selling to restaurants, delis, supermarkets and distributors. The company was approved for a \$250,000 loan to be used to purchase equipment and machinery to expand the business into more high-end products. The company currently has 25 employees and plans to create an additional five new positions within the next two years.

**PNC Business Growth Fund - Modification:**

- 1) Nutra-Med Packaging, Inc. (P16415), located in Rockaway, Morris County, is a pharmaceutical packaging company. PNC Bank has approved an extension of a \$131,000 loan with a 25% guarantee not to exceed \$32,750. Original loan proceeds were used to purchase new equipment. At application, the company had 27 employees, and currently has 45 full time employees.

A handwritten signature in black ink, appearing to be 'Cm', is written over a horizontal line.

**REAL ESTATE**



## **MEMORANDUM**

**TO:** Members of the Authority

**FROM:** Caren S. Franzini  
Chief Executive Officer

**RE:** Waterfront Technology Center Camden  
Lease Amendment with The Cooper Health System

**DATE:** April 13, 2010

### **Summary**

I am requesting the Members' approval to modify the Members' January 2010 approval of a lease amendment with The Cooper Health System, a New Jersey non-profit corporation ("Cooper") at the Waterfront Technology Center at Camden ("WTCC") in the Tech One building, to provide for Authority funding of tenant improvements to be amortized in the rental payments from Cooper.

### **Background**

At the June 2004 meeting, the Members approved the construction of the WTCC Tech One building, a 100,000 square foot, five-story, multi-tenanted facility. At the May, 2007 meeting, the Members approved a five year lease with Cooper for approximately 2,956 square feet on the fourth floor of the WTCC to operate the "Center for Special Diagnostics," a diagnostic pathology laboratory which services the region. Cooper has retrofitted the fourth floor space to accommodate the special HVAC and other requirements of a laboratory.

At the January, 2010 meeting, the Members approved the execution of a lease amendment with Cooper for approximately 3,130 square feet of office space on the first floor of the WTCC to house the administrative offices of The Cooper Foundation as well as the Founding Dean of the Cooper Medical School of Rowan University.

The Cooper Health System operates Cooper University Hospital, a leading provider of health services, medical education and research in Southern New Jersey. Cooper University Hospital is the clinical campus of the University of Medicine and Dentistry of New Jersey – Robert Wood Johnson Medical School at Camden.

Cooper has now requested that the Authority fund its tenant improvements for the first floor space, and amortize the cost in the rent. Cooper would construct the improvements, up to a maximum of \$300,000, and request reimbursement from the Authority upon completion. The actual cost reimbursed would be repaid by Cooper over the term of the five year lease at five percent (5%) per annum. Rent would begin upon receipt of a Certificate of Occupancy for the space but no later than six months after lease execution. In addition to repayment of the unamortized Business Lease Incentive Grant, Cooper's early termination option would require repayment of the unamortized tenant improvement funding.

**Recommendation**

In summary, I am requesting the Members' approval to modify the previous approval for execution of a lease amendment with Cooper for approximately 3,130 square feet of office space on the first floor of the Waterfront Technology Center at Camden by adding a provision allowing for amortization of up to \$300,000 in tenant improvement funding to be amortized in the rent over five years at five percent per annum. Final terms will be acceptable to the Attorney General's Office and the Authority's Chief Executive Officer.

  
\_\_\_\_\_  
Caren S. Franzini  
Chief Executive Officer

Prepared By: Christine Roberts



## MEMORANDUM

**TO:** Members of the Authority

**FROM:** Caren S. Franzini  
Chief Executive Officer

**DATE:** April 13, 2010

**RE:** 2099 Center Square Road, Logan Township  
Environmental Investigation and Building Demolition Budget

### Summary

I am requesting the Members approve a preliminary budget for building demolition and environmental investigation for a 3.5 acre NJEDA-owned property located at 2099 Center Square Road, Logan Township, Gloucester County, New Jersey (the "Property"). The Real Estate Development Division will undertake this work in order to reposition the property for sale or possible redevelopment.

### Background

The Real Estate Division was requested to provide assistance to the Portfolio Services Division regarding options to sell or redevelop the Property. NJEDA holds title ownership to the former Logan Circuits Site as a result of a 1977 financing of an installment sales agreement in which the NJEDA held title to the Property during the term of the financing. When the bonds were paid in 1987 both the original borrower, Metropolitan Circuits, Inc. and Logan Circuits, Inc., their successor had filed for Chapter 7 bankruptcy and did not take title to the property, instead abandoning the property in 1985.

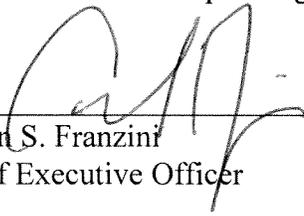
The abandoned derelict industrial building on the Property is a safety concern and requires an environmental investigation and building demolition in order to reposition the Property for either sale or redevelopment. Although the building has been boarded-up for a number of years, its structural integrity continues to be a concern and a nuisance according to local officials.

The Township of Logan started an environmental investigation in the 1990s which was never completed. The building needs to be demolished in order to complete the environmental investigation. Based on the partially completed environmental studies there is a potential for soil and groundwater contamination associated with past historic industrial use of the site. The Real Estate Division has prepared the attached preliminary estimate to complete an environmental investigation and building demolition in order to reposition the property for sale or possible redevelopment. NJEDA general funds will be utilized for this work.

The site is located in the Pureland Industrial Complex and has good resale or redevelopment potential based on its location. The Real Estate Division has received several inquiries from interested parties.

**Recommendation**

In summary, I ask the Members to approve the attached budget. Consultant and contractor services will be procured in accordance with the Real Estate Division's Operating Authority.

  
\_\_\_\_\_  
Caren S. Franzini  
Chief Executive Officer

Attachment

Prepared by: Edward Clark

## 2099 Center Square Road, Logan Township (Former Logan Circuits Site)

### Preliminary Budget Estimate - Engineering, Demolition, and Site Restoration

Mar-10

#### Consultant Services

Boundary & Topographic Survey		\$	10,000
Environmental Investigation Services		\$	100,000
Engineering Plans and Specification and Oversight		\$	50,000
		\$	<u>160,000</u>
Contingency	10%		16,000
<b>Subtotal</b>		\$	<b>176,000</b>

#### Contractor Services

Building Demolition	52,000	\$10/s.f.	\$	520,000
UST Closure			\$	25,000
				<u>545,000</u>
Contingency		10%		54,000
<b>Subtotal</b>			\$	<b>599,500</b>

**TOTAL ESTIMATED BUDGET** \$ **775,500**

#### Assumptions:

1. No significant impacts to soil or groundwater from any USTs or former industrial operations and no remedial actions required
2. No asbestos, PCBs or lead base paint are identified which require remediation
3. Concrete and building debris is clean and suitable for off-site disposal or on-site recycling and re-use as backfill
4. No significant delays due to dewatering during utility demolition activities
5. Consulting reserve for environmental and misc professional fees (10%), Contractor Contingency (10%)
6. No Permits other than DCA and NJDEP UST Closure will be required



## MEMORANDUM

**TO:** Members of the Authority

**FROM:** Caren S. Franzini  
Chief Executive Officer

**DATE:** April 13, 2010

**RE:** Memorandum of Understanding – NJ Consolidated Energy Supply Program (NJCESP)

### Summary

I am asking the Members to approve the execution of a Memorandum of Understanding (“MOU”), between the Authority and the Department of Treasury (“Treasury”), Division of Purchase and Property, Office of Energy Savings (OES), that will allow the Authority to participate in the New Jersey Consolidated Energy Supply Program (NJCESP). OES is coordinating this purchase opportunity for electricity for all New Jersey state government entities, which is expected to significantly reduce energy costs for participating members.

### Background

Current economic conditions present an opportunity to reduce energy supply costs for public buildings in New Jersey. Due to fundamental and technical factors impacting the energy commodity markets, wholesale energy prices are trading significantly below historic levels. The state’s existing NJCESP electricity and natural gas supply contracts expire this year. Therefore, OES plans to take advantage of the State’s collective buying power by moving forward with a bulk purchase of electricity and for participating NJCESP members, which can include State government agencies, authorities, and colleges. This will entail combining even more volume than in the past and soliciting competitive bids for more cost-effective energy supplies for all participating members. The new contracts will also provide participants with an increasing amount of renewable energy supply, in compliance with New Jersey’s renewable portfolio standard.

The Memorandum of Understanding provides that the Department of the Treasury will collect basic electricity account information, contact utility companies to obtain more detailed account data for analysis, assess the potential for cost reduction across the proposed accounts, and issue an RFP to solicit and evaluate competitive bids for contract(s) to supply electricity beginning in June 2010. By executing the MOU, the Authority agrees to participate in the program.

The Authority has provided OES with preliminary information regarding our electrical usage, which OES’ consultant used to calculate the possible savings that the Authority could realize by

participating in the NJCESP initiative. Based on this preliminary analysis, OES estimates that the Authority will save approximately 10% on electricity costs at its managed properties.

Attached is the proposed MOU, which is in substantially final form, between the Authority and State of New Jersey through the Department of the Treasury, Division of Purchase and Property. The final document may be subject to revision, although the basic terms will remain consistent with the attachment. The final terms of the MOU will be subject to the approval of the Chief Executive Officer and the Attorney General's Office.

**Recommendation**

In summary, I ask for the Members' consent to enter into an MOU with the State of New Jersey through the Department of the Treasury, Division of Purchase and Property, generally consistent with the form attached, to permit the Authority to enter into the New Jersey Combined Energy Supply Program (NJCESP).



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Caren S. Franzini  
Chief Executive Officer

Attachment

Prepared by: Vince Wardle

**MEMORANDUM OF UNDERSTANDING**  
*between*  
**THE STATE OF NEW JERSEY**  
*and*  
**PARTICIPATING STATE AGENCIES, AUTHORITIES, AND COLLEGES**  
*concerning participation in the*  
**NJCESP AGGREGATION AND PURCHASE OF ELECTRIC POWER**

**I. PURPOSE**

The purpose of this Memorandum of Understanding (MOU) is to establish the basis of participation in a cooperative purchasing program and consolidated contract, through the State Department of the Treasury, Division of Purchase and Property. This resultant contract(s) will be for the purchase of electric power as part of the New Jersey Consolidated Energy Supply Program (NJCESP), which will be comprised of a consortium of State agencies, authorities, and colleges. This program is in compliance with the New Jersey Electric Discount and Energy Competition Act (N.J.S.A 48:3-49 et seq.) and is managed by the Department of the Treasury, Office of Energy Savings.

The New Jersey Department of the Treasury, Division of Purchase and Property, shall solicit bids and award contract(s) on behalf of all NJCESP participating agencies. These participating agencies will be identified in the Request for Proposal (RFP). The aggregation should provide an opportunity to achieve better pricing than bidding individual member requirements. The goal of any resulting contract is to achieve pricing that is below current contract and/or tariff rates, if possible, and to provide overall cost savings. An additional objective is to provide a degree of price certainty (budget stability) while extracting the best pricing the market has to offer. Another benefit will be obtaining an increasing percentage of renewable energy supply, in compliance with New Jersey's Renewable Portfolio Standard.

**II. STATE RESPONSIBILITIES**

On behalf of participating agencies, the New Jersey Consolidated Energy Supply Program will:

- a. Retain a qualified contract consultant to assist the State and Participants with this program.
- b. Collect and review the electric account information submitted by each participating agency.
- c. Collect additional data from utility companies, for all electric accounts proposed for the program.
- d. Confirm which accounts are currently under contract for third-party electricity supply.
- e. Confirm the peak load contribution and annual consumption for each account, or calculate estimates for the purposes of developing an RFP and cost comparison models.
- f. Group electric accounts into the appropriate bidding categories, with consideration given to utility zone, rate class, FP vs. CIEP, and other relevant factors.
- g. Develop appropriate cost comparison models for each bidding group.
- h. Perform a high-level analysis, based on current market conditions, to determine an estimated range of cost reduction potential for this electricity supply procurement.
- i. Communicate cost reduction potential to interested program participants.
- j. Confirm program participation with all interested participants through the execution of this MOU. This will include confirming all participant accounts that are chosen to be included in the procurement process.

- k. Develop a revised State RFP document, including terms and conditions that are appropriate for this large volume procurement and current economic conditions.
- l. Structure the RFP to allow for multiple bid groups, contract durations, and pricing structures, as deemed advantageous to the participants.
- m. Develop a trigger price analysis prior to bid opening that will provide a current market assessment and forecast of tariff prices. This will be used to benchmark bids on various pricing options and terms, and assist in contract awards. The trigger price analysis will provide the benchmark price by aggregated tariff group.
- n. Solicit and evaluate competitive bids received in response to State RFP requirements.
- o. Analyze bids and develop a bid analysis report. The bid analysis report will provide a comparison of bids to each other and to the benchmark prices, by aggregated tariff group, and will be made available to NJCESP members after the contract(s) is (are) awarded.
- p. Issue a contract award, or awards, to the responsible bidder(s) offering the best pricing for each selected bid group.
- q. Provide participants with estimated price and cost savings over the contract term.
- r. Assist in any follow-up work to facilitate execution of contract and switching of accounts.
- s. Assistance with any contract questions or billing disputes that may arise over the course of the contract.
- t. Provide contract administration functions, including identification of a State Contract Manager.
- u. Notify and give participants the opportunity to decline participation in any contract extensions or rebids that may be proposed over the contract term.

### **III. PARTICIPANT RESPONSIBILITIES**

- a. An agency interested in participating in this program must provide its basic electric account data, for the accounts it proposes to enroll in the program. This is to be accomplished by completing the Account Data Worksheet file and submitting it to the Department of the Treasury, Office of Energy Savings by March 12, 2010. The accounts that are ultimately selected for enrollment in the program will be confirmed by the State and become part of this MOU.
- b. Participating agencies must confirm the accounts proposed for this program are eligible to go under contract with a new electricity supplier starting with the June, 2010 meter reading date.
- c. In order to participate in the NJCESP contract, an agency must sign this MOU and submit it to the Department of the Treasury, Office of Energy Savings prior to release of the RFP.
- d. Each participating agency shall use the NJCESP contract as their sole method to procure electricity supply (commodity only) for all the accounts identified for participation, once they agree to be included in the RFP process and have signed this MOU.
- e. Participating agencies shall purchase electricity for their enrolled accounts for the entire term of the contract(s), unless the facility is closed for business reasons.
- f. Additional electric accounts may possibly be added during the contract term by contacting the State Contract Manager. Adding these additional accounts will be contingent upon mutual agreement with the contract supplier(s).
- g. Accounts may only be deleted from the initial procurement process, or any announced re-bid, or contract extension, upon a minimum of fifteen (15) days notice before the RFP is released or a contract extension is executed. The State Contract Manager will contact each Participant with the details and notice provision for any proposed contract extensions or re-bids.
- h. Each participating agency shall issue its own purchase orders and make its own payments under the resulting State term contract(s). Participating agencies shall handle their own minor billing

disputes. All other contractual disputes shall be handled by the State's Contract Manager in the Department of the Treasury, Office of Energy Savings.

- i. Each participating agency shall assign a contract coordinator to represent the interests of that agency throughout the contract term, and an accounts payable contact and address.
- j. Except as otherwise set forth in this MOU, each participating agency shall be responsible for all costs it incurs in connection with the NJCESP contract.
- k. Upon the award of a contract(s) resulting from this RFP, all participants shall be bound by the Terms and Conditions of said contract(s).
- l. Timely respond to all requests and notices from the NJCESP, Department of the Treasury, Contract Manager or Division of Purchase and Property.

**IV. TERM**

This MOU shall take effect upon signing and shall remain in effect until termination or expiration of the NJCESP contract(s), including any extensions at the same or lower price, unless this MOU is superseded, suspended, or terminated by agreement of all parties. Participants will be notified and given the opportunity to decline participation in any contract extensions or rebids that are proposed. This MOU may be amended by a writing signed by all parties.

**V. ADMINISTRATION**

The following persons should be contacted for administrative matters pertaining to this MOU:

**a. State of New Jersey Information**

Department of the Treasury Office of Energy Savings	Department of the Treasury Division of Purchase & Property	Department of the Treasury Office of Energy Savings
Carl Doan	Frank Kuzniacki	John Rhodes
State Contract Manager	Procurement Specialist	Director
609-633-2513	609-292-1712	609-633-0080
carl.doan@treas.state.nj.us	frank.kuzniacki@treas.state.nj.us	john.rhodes@treas.state.nj.us

**b. Participating Agency Information**

Commissioner, Executive Director, President:	Designated Contract Coordinator:
Telephone Number:	Telephone Number:
Email Address:	Email Address:

**VI. ACCEPTANCE**

In consideration of the mutual covenants contained herein, the undersigned parties agree to be bound by the terms and conditions of this MOU. This MOU may be executed in any number of counterparts.

State of New Jersey, Department of the Treasury Division of Purchase and Property	Participating Agency:
Signature:	Signature*:
Name: Guy Bocage	Name*:
Title: Acting Director	Title:
Date:	Date:

State of New Jersey, Department of the Treasury Office of Energy Savings
Signature:
Name: John H. Rhodes
Title: Director
Date:

\* The participating agency acknowledges that the representative designated above is duly authorized to sign this agreement on behalf of the agency.